

**UP COMING EVENTS**

**SAVE THE DATES**

**NOVEMBER 2005**

**CMA Monthly Luncheon**

Thursday, November 17

Cash Bar from 12 Noon

Seating for Lunch at 12:45 pm

**Giovanni's II,**

2748 Post Road, Darien, CT 06820

*"Battle over Broadwater"*

Speakers (subject to change):

Froydis Cameron, Broadwater Energy &

Adrian Little, Member of Sound Alliance,

speaking on behalf of Save the Sound Foundation

Members: \$35 per person

Non-Members: \$40 per person

Call Lorraine at +1.203.406.0109 Ext.3717 to reserve

**DECEMBER 2005**

**CMA Annual Holiday Party**

Tuesday, December 13

6pm - 10pm

The Royal Green

**Sterling Farms Golf Course**

1349 Newfield Avenue, Stamford, CT 06905

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

Admission: Bring an unwrapped toy for the

U.S. Marine Corps. sponsored "Toys for Tots" program

Call Lorraine at +1.203.406.0109 Ext.3717 to reserve

For more information visit the Events Page at

<http://www.cmaconnect.com>

**PRESIDENT'S NOTES**

Climatic change is nothing new. Just ask the dinosaurs.

The current hurricane season has invigorated the environmental debate, particularly on the subject of global warming. Many believe there is no time to waste in reducing the concentration of greenhouse gases in the atmosphere, especially carbon dioxide emissions from the combustion of fossil fuels. Others believe it's a large planet in an even larger universe, so there is time to do more studies about why the reach of polar ice is decreasing while at the same time sea levels seem to be rising. More on that long after I'm dead.

For the shipping world, the environmental debate is conducted at the IMO dating back to 1973 when the International Convention for the Prevention of Pollution

**CONTENTS**

President's Notes	—page 1
From the Editor	—page 3
Factoids & Stuff	—page 4
Member Notes	—page 5
Movers & Shakers	—page 5
Johnny Kulukundis Reports	—page 6
SHIPPING 2006	—page 7
Upcoming Events	—page 8
Market Commentary	—page 9
Job Mart	—page 10

# • CMA INFORMATION •

## OFFICERS

### PRESIDENT

Peter Drakos

P: (203) 354-1362

F: (203) 354-1363

Email: pdrakos@healy.com

### VICE PRESIDENT

Beth A. Wilson-Jordan

P: (203) 609-0803

F: (203) 609-0804

Email: bwilsonjordan@optonline.net

### SECRETARY

Laura Mirabella

P: (203) 602-6819

F: To be announced

Email: mirabella21@hotmail.com

### TREASURER

Bob Pascarella

P: (203) 325-9771

F: (203) 323-6266

Email: robert@tpacpa.net

## GOVERNORS & COMMITTEE CHAIRS

### MEMBERSHIP

Evan Galanis

P: (203) 356-2000

F: (203) 356-2010

Email: egalanis@att.net

### PLANNING & ADMIN

Ramesh Bhat

P: (203) 938-3585

F: (203) 938-0385

Email: rbhat@pacbasin.com

### SOCIAL

Johnny Kulukundis

P: (203) 550-1720

F: (203) 629-9103

Email:

shippingbabes@hotmail.com

### COMMUNICATION

Chris Aversano

P: (203) 629-2300

F: (203) 629-9101

Email:

chris.aversano@crweber.com

### EDUCATION

Nora Huvane

P: (203) 406-0106

F: (203) 406-0110

Email:

nhuvane@marinemoney.com

### CHANGE OF ADDRESS

Faith Marr

P: (860) 354-1182

F: (860) 354-1666

Email:

membership@cmaconnect.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 Kramer

Email: conferences@cmaconnect.com

**WEB:** Lorraine Parsons

Email: conferences@cmaconnect.com

from Ships (MARPOL) was passed. Ever since there have been modifications and various amendments in the form of Protocols to the MARPOL Convention. The most recent MARPOL Protocol to come into force is Annex VI, "The Regulations for the Prevention of Air Pollution from Ships". This Protocol was adopted in 1997, but it did not come into force until May 2005. It took eight years for Annex VI to meet the IMO ratification requirement of 15 member states controlling a minimum tonnage of not less than 50% of the world fleet.

The primary goal of Annex VI is to reduce the level of acid rain by limiting the allowable sulphur content in residual bunker fuels. If I understand the science correctly the emission of sulphur compounds into the atmosphere is a primary cause of acidic deposits into lakes, streams, soils, etc., with harmful environmental effects. Thus, ships calling in countries which have ratified Annex VI must take care to order sulphur-lite bunkers at a prior port. No problem in the U.S. -- we didn't ratify Annex VI.

In fact, air pollution does not seem to be on top of the environmental list in the U.S. as indicated by the debate in Connecticut over the Broadwater Energy plan to build an LNG facility in the middle of Long Island Sound. Natural gas is the cleanest burning of all fossil fuels, with significant reductions of nitrogen oxide, sulphur oxide and carbon dioxide emissions, and so it would be natural to assume that the proposal is receiving broad support from the environmental stakeholders and politicians. But that does not appear to be the case. While everyone seems to agree that the region must do something to meet its growing energy demand, there is a lack of agreement on how and where to accomplish that task.

Our luncheon this month on November 17 will feature speakers from both sides of the Broadwater debate. Froydis Cameron of Broadwater Energy will present the details of the LNG project. Adrian Little will represent Save the Sound and present the position of concerned citizens. It will be an informative presentation. I hope you can make it and join in the debate.

Best regards,  
Peter G. Drakos

## FROM THE EDITOR

The cover story in the October 10th issue of Business Week was "STAR SEARCH – How to recruit, train and hold on to great people. What works and doesn't." It seems to me that this is an issue that our industry has been talking about for more than a decade, the most recent being CMA's 2005 Commodore, Sean Day's remarks at Shipping 2005.

I salute the Society of Naval Architects and Marine Engineers (SNAME) and the Society of Naval Engineers (SNE) for distributing their leaflet "Careers in the Maritime Industry". For those of you who have not seen it, three questions are asked. What are the Career Opportunities?; What do the people actually do?; What kind of education is required? ... And then they list 23 academic institutions and professional training schools.

On Oct 15th I gave a one hour briefing on ships and shipping, and how they impact American lives every day, at the annual meeting of the Southeastern New England Marine Educators (SENEME) at the University of Connecticut Avery Point Marine Sciences campus in New London. The group is a small segment of a national organization (NMEA) that includes professionals in education (teachers), science, aquariums, marine research, museums, and business. The group that sat in on my workshop was small, but based on their attention and questions, I believe the time was well spent.

I would like to see CMA expand our educational outreach effort. If your child's school (middle and high school probably best) is looking for people from our industry to show and tell what we do, while also giving them a glimpse of the world, I would be happy to join you or recruit someone else from CMA. It is less intimidating for two people and allows for different aspects of the biz to be addressed. You can borrow my pirate's costume. Just kidding!

On October 21 six of Connecticut's Economic Clusters gave presentations at the Governor's Council on Competitiveness. All mentioned the desperate need for "work force development" (education). They said that young people need to be exposed to industry as early and as

often as possible. With the possible exception of software and information technologies (one of the clusters), most young people do not get hands on exposure to agriculture, aerospace components, metal stamping and machining, biosciences, insurance and financial services. (The remaining three clusters, Maritime, Plastics and Tourism, will present at a later date. If any of you are interested in helping redefine Connecticut's Maritime Cluster and put a dollar figure to its economic impact, please call me soon. If we can help get our collective hands around that challenge, maybe we can help to do that on a national scale --- something that is long overdue and desperately needed. (FYI- The old Dept of Commerce SIC Codes were heavily tilted toward manufacturing. They were replaced the new North American Industry Classification System (NAICS) Codes in 1997. NAICS has more service oriented entries but still fails to cover the breadth of our industry in a way that government can appreciate what we do and how big we are.)

Our Education Chair, Nora Huvane, has been working on an initiative that will use the Shipping 2006 Conference and Trade Show to bring students and prospective employers or internship hosts together. We will have more on that in due course.

CMA has been asked to contribute an article to the 2005 year-end edition of "Marnews", a bimonthly magazine published in Venezuela, which covers international trade and marine transportation issues. The magazine is distributed all over Latin America and parts of the US and Canada ([www.marnews.com](http://www.marnews.com)). This invitation is a result of Peter Drakos' outreach efforts in Panama last February.

Don't miss the November 17th luncheon. The focus is a spin off from our media briefing on LNG transportation and terminaling at Shipping 2005. Be there!

Donald Frost

*Footnote:*

*Great piece on OSG's Lois Zabrocky in Crain's New York Business October 17, 2005. Congratulations to OSG and Lois!*

## FACTOIDS & STUFF

By Don Frost

US Tonnage taxes to be increased! As reported by Dennis Bryant of Holland and Knight on Nov. 2, the House Committee on Transportation and Infrastructure issued a press release stating that, as part of the budget reconciliation process, it will propose vessel tonnage duties be increased. Vessels arriving from a foreign port in North America, Central America, the West Indies and Bahamas would be increased from 2 cents per ton to 4.5 cents per ton, not to exceed 22.5 cents per ton in a single year. Ships arriving from any other foreign port would pay 13.5 cents per ton (up from 6 cents), not to exceed 67.5 cents per ton for a single year. From other sources I am told that the proceeds are to be used to help pay the cost of rebuilding the Gulf coast. Seemingly a non-controversial proposal – the ships pay, right? Even though we were through this exercise last in 1990-91, no one seems to have thought out the long term consequences.

HR 889 (The Coast Guard appropriations Bill for fiscal 2006), passed the US House of Representatives on September 15, 2005 (we reported same last month), and was approved by the Senate (S 2180) on October 27th. Differences between the two are being hashed out in Conference Committee. I wish to emphasize two sections that you should keep in mind.

- Section 304 adds to the Deepwater Port Act of 1974 “To

*promote the security of the United States, the Secretary shall give top priority to the processing of a license under this Act for liquefied natural gas facilities that will be supplied with liquefied natural gas by United States flag-vessels.”*

- Section 425 allows non-US nationals to work as day laborers aboard US flag vessels on international voyages. Reportedly the driving force behind this, including heavy lobbying, was Maersk.

Last month I mentioned an up beat speech about shipping by Jacques Barrot, VP of the European Commission (EC) responsible for transport. Apparently the EC has not changed their attitude toward shipping as a business. According to TradeWinds (October 7th issue) Brussels “looks hell bent on curtailing the rights” of liner conferences. That is, to abolish conferences’ exemption from competition. Their definition of competition includes cutting the carriers off from all non-company shipper data. Do not think this line of reasoning will stop at container shipping. Can you say “Bye - Bye Brokers”?

Most of you are familiar with RFID (radio frequency identification device) and its use to track-and-trace shipments (containers themselves down to pallets) in the global supply chain. The technology has gotten the most publicity for its ship-port-cargo security applications. However, according to Information Week (Oct 27), monitoring cargo (container) shipments is expected to reduce theft, which along with diversion of products to other than intended ports accounts for between 1% and 3% of goods shipped worldwide. Another problem is product counterfeiting. It accounts for between 5% and 10% of all global trade, or roughly \$350 billion a year. Estimates place U.S. cargo thefts at \$1 billion MONTHLY, with most occurring in the transportation process of getting goods from one location to another. On the security front the current theory is that a bomb planted in a shipping container would come from someone inside the US. Instead of being planted in an imported box, it would be planted in one outbound and set off in a terminal. (ref: Keith Dierkz, senior VP operations, Embarcadero Systems Corp.)

On Nov. 1 INTERTANKO filed a remedy brief in the Northern California District Court case described last month (John Jamian’s letter to the EPA about ballast water rules). We all have a stake in this issue so it will be interesting to follow the clash of rabid environmentalists with an agenda versus common sense. Any bets on who will win?

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## MEMBERSHIP NOTES

We are pleased to welcome:

Emeka Anadu, SUNY Maritime Graduate Student,  
New York, NY

Wade DeClaris, World Fuel Services,  
San Rafael, California

John Fulweiler, Esq., DeOrchis & Partners, LLP,  
New York, NY

Truls Nergaard, DnB Bank, New York, NY

Tim Purdy, Moran Towing Corporation, New Canaan, CT

Stephen Raterman, Mallory, Jones, Lynch, Flynn &  
Associates, Stamford, CT

John Ripperger, Master Mariner, Ridgefield, CT

We apologize to a new member that we accidentally missed listing almost a year ago. We are very pleased to have someone with intelligence from a government agency join us.

Patrick Dorr, National Geospatial - Intelligence Agency,  
Bethesda, MD.

To all of our new members, please join us at the November lunch meeting and do not miss the Christmas Party.

Evan Galanis, Membership Chair

## MOVERS & SHAKERS

On November 7th the Society of Naval Architects and Marine Engineers (SNAME) named Roberts E. Kramek president elect of the organization commencing January 1, 2007.

Admiral Kramek (USCG-ret) is a former Commandant of the United States Coast Guard from which he retired as a Fourth Star Admiral. He graduated with Honors from the Coast Guard Academy with a B.S. in engineering and

attended postgraduate schools at the University of Michigan, Johns Hopkins University and the University of Alaska. He has earned Master of Science degrees in Naval Architecture and Marine Engineering, Mechanical Engineering and Engineering Management. His academic and military credentials are extensive and equally as impressive. He is also a member of CMA.

Congratulations from all of us Bob!



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\* Limit \$100 per month for a maximum of two months and 2 vessels per company.

## From here to Astoria, via Wal-Mart, a Castle and a Chestnut Shop

After over twelve years here on the East Coast, it is with great relief and pride that I can now say that I have finally been to Astoria for dinner at a Greek taverna. I was very kindly invited by CMA member Captain Alex Koutsakis of PetroMar and his family, along with a number of out-of-town and local guests from the likes of Heidmar, Texas Aromatics and Westport Petroleum. Our merry group of fourteen descended on "Taverna Vraka" on 31st Street in Astoria for some of the best Greek food I've had outside of Greece. I cannot recommend it highly enough, if you are looking for an unpretentious and very good dinner, accompanied by live Bouzouki music, and after a few glasses of wine and some ouzo, impromptu Greek dancing by anyone brave enough to get up, then this is the place for you!

So for those of you who enjoy a little authentic "Greek action" and are looking for a very good evening out, you can't go far wrong with Taverna Vraka, 23-15, 31st Street, Astoria. Open evenings only and reservations recommended on the weekends on 718.721.3007. Tell the owner, Nicos Ermogenous that Johnny Kulukundis sent you.

Interesting segue, Captain Alex Koutsakis started his merchant marine career with the Pappadakis family. I discovered the other day that Mr. Efthimios E. Mitropoulos, the Secretary-General of the IMO also started with Pappadakis. I had the great pleasure of sitting with the Secretary-General at a fantastic dinner hosted by CMA member and supporter Constantinos Grigoriadis of U.S Trust. About one hundred shipping types, many CMA members, were treated to a cocktail reception and dinner at the very opulent Castle on the Hudson in Tarrytown. Mr. Mitropoulos gave an erudite and entertaining speech and then had to listen to my inane Pappadakis stories for about an hour. Luckily Mike Robson wasn't there to recount his

Pappadakis story from Trader Vic's (some of you will be familiar with that one!). The dinner was followed by dancing late into the evening, though it should be noted that the dancing part was not sponsored by U.S.Trust, nor did it take place at the Castle on the Hudson in Tarrytown, but rather across the Tappan Zee Bridge in Nyack at a venue very aptly named "Lace".

On a totally unrelated note, Bobby Mitropoulos of Compass Maritime attended the dinner to listen to Mr. Efthimios E. Mitropoulos, the Secretary-General of the IMO speak, at the Castle in Tarrytown, owned by C. Dean Mitropoulos, Chairman and CEO of Pinnacle Foods Group Inc. So many Mi(e)tropouli, so little time.

The Christmas party season is very nearly upon us again. Every year it seems to get earlier and earlier. The entire Christmas season seems to be merging with Halloween. Wal-Mart launched their Christmas campaign on November 1st and other retailers appear to be following suit.

We were trying to get the CMA Quiz night in before all the Christmas festivities began, but what with Thanksgiving, Wal-Mart's pre Christmas sale and Mr. Berman's busy travel schedule it looks like we shall have to postpone the competition for the "Berman Cup" until January 2006. This will of course allow us to devise an even more devilishly difficult collection of questions.

The CMA Christmas party is set for Tuesday, December 13th at the Royal Green at Sterling Farms in Stamford, which is relatively late compared to some other Connecticut companies who have opted to hold theirs the week before, some even earlier.

I notice with interest that even this month's CMA lunch has a bit of a Christmas theme, with that old chestnut: "LNG Terminals: Not in my backyard" as the topic. Though judging by the map I saw on Broadwater's website, it's those peoples' backyards who are lucky enough to live directly on the Long Island Sound, which isn't me. You'd have a lot of difficulty getting an LNG Terminal in my backyard, what with the three rusting cars that don't run, the above ground

pool, the swing set and the 1982 Winnebago 30' up on cinder blocks. Anyway I'm hoping for some quite lively and heated debate. Talk about "Chestnuts roasting on an open fire!"

Speaking of Chestnuts roasting on an open fire, which we weren't exactly, can someone please explain some of the lyrics of that seasonal favorite to me, in particular exactly how "a turkey and some mistletoe help to make the season bright." I can't believe that turkeys have any idea about the whole mistletoe/making-out tradition. Last year I chased a "posse" or "rafter" of wild turkeys around my garden, mistletoe in hand and they were most unresponsive to my amorous advances, failing to make my "season" bright, let alone anything else.

Interesting to note those collective adjectives for groups of animals, it's a "posse" if they're all male turkeys, a "rafter" if there are females as well. While I thought a flange was on a ship's manifold, it would seem that it is also the collective adjective for a group of baboons. You can have a "sunder" of wild boar (provided there are 12 or more), a "parliament" of owls, a "mews" of capons, a "bask" of crocodiles, a "business" of ferrets, an "array" of hedgehogs, a "chatter" of budgerigars, a "bloat" of hippopotami and a "coalition" of cheetahs. Who knew? I wonder what the collective adjective for a group of CMA members would be? Answers on a post card to the editor please.

I look forward to seeing all those who can make it for the November lunch on the 17th, bring your own chestnuts please, details are somewhere else in this month's newsletter. If you can't make it hopefully we'll see you at the Holiday Party on December 13th.

Signing off for now,

Your obedient Social and Entertainment Chair  
Johnny M. Kulukundis

## SHIPPING 2006

**MARCH 20-22, 2006 –  
WESTIN STAMFORD HOTEL**

North America's pre-eminent Conference and Exposition will take place once again at The Westin Stamford, March 20, 21 & 22, 2006. Don't miss the chance to visit this great event that just happens to be right in your own backyard – what could be better or more convenient!

The majority of our 2005 exhibitors have already secured their same booths for 2006, and we are delighted that our Gulf Coast friends, hit so hard by Hurricane Katrina, will be out in force. In speaking with the likes of VT Halter Marine, Atlantic Marine, Bertucci Industrial, Bender Shipbuilding, U.S. Maritime, Barwil and others, I am in awe of their amazing spirit and recovery effort, and it will be wonderful to welcome them again next March to Stamford.

Familiar event sponsors such as Liberian Registry, International Registries, Society of Maritime Arbitrators, TradeWinds, Blank Rome, Holland & Knight, Citigroup, ABS, Det Norske Veritas, Bureau Veritas, Bertucci and Healy & Baillie have already confirmed their commitment as sponsors; major international associations have confirmed their support as Supporting Organizations for 2006 and a large number of tables for the Commodore Gala Dinner have already been reserved. We are off to a great start and on track for another record-breaking event in 2006.

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

We have also started the process to select our Commodore for 2006, which is always exciting, so watch out for that news!

Our event website for 2006 – <http://www.shipping2006.com> will go live with full information on the event mid-November,

and right now you will see a holding page with "Save the Date" information. The website will be a good place to check regularly for new updates on the show and all the moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2006 as an exhibitor, conference delegate, speaker, sponsor or advertiser, please don't hesitate to contact me for additional information and to make sure that you are kept informed as planning for the show develops.

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

Lorraine Parsons, Event Director  
CMA Shipping 2006  
Tel: +1.203.406.0109 Ext 3717  
Fax: +1.203.406.0110  
Email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)  
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## UP COMING EVENTS

### JANUARY 2006

#### Second Annual CMA Quiz Night

Date TBA

CMA Monthly Luncheon  
Thursday, January 26  
12 Noon  
Giovanni's II, Darien, CT  
Speaker: TBA

### MARCH 2006

#### CMA Shipping 2006 - March 20-22, 2006

Annual Conference & Exposition  
Westin Stamford Hotel, Stamford, CT

For a full calendar of upcoming CMA Events and more information and directions, please go to the Events page at: <http://www.cmaconnect.com>



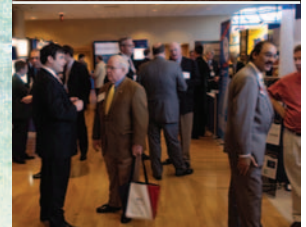
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visit us at <http://www.shipping2006.com>



# MARKET COMMENTARY

By Donald B. Frost

Freight is clearly a derivative of sales. If someone does not sell the cargo there is no employment for a ship, no income for the ship owner and no payment to the bank or dividends to the shareholders. Therefore, before one asks what will the freight markets do in 2006, one has to look at the global economy for clues to demand for consumer goods (container cargoes), consumer durables (washing machines, etc), cars, and manufactured goods. From there we look at demand for energy, raw materials, building materials, agricultural commodities and finally, capital equipment. What do you see for '06?

A few weeks ago Jeff Immelt, CEO of GE, spoke at a leadership seminar at Fairfield University. (GE headquarters is only a few miles away from the university.) He sees three themes driving the world's economy:

• Relatively slower growth

• Volatility

• Increased regulation

Over the next five to ten years he predicts that the developing world (not Europe or the US) will be the engine for growth, but "to take advantage of that, businesses have to figure out China and India." For our purposes I would add Brazil and Russia.

Immelt sees Globalization as another necessary part of economic growth. Companies need to go where the money and demographics (customers) are. When an audience member asked Immelt what he looked for when going to a new part of the world to do business, he immediately answered "transparency." He mentioned Russia as an example: "If you do not ask the perfect question you don't get the answer."

Change and Leadership are always big topics at GE. "Losers perfect execution of old business models." Leaders drive change but they must learn the basics, be willing to take risks and innovate. "If you're 25 years old and you feel like you know everything, you're too old for us."

We in shipping, especially tramp shipping, know volatility intimately. We also know that it will not go away regardless of the increasing use of FFAs and other risk management tools. Furthermore, as we get more sophisticated in managing risk, those who thrive on risk (hedge funds for example) add further to the market "noise".

Our industry has been living with a steadily increasing regulatory environment for more than 15 years and the rate that new regulations are being introduced is accelerating. Sadly this will not stop. The trick is how do we get those who are driving these new standards to pay for them. I am not advocating surcharges for "green ships" but rather simply raising the cost of doing business across the entire industry. "Fat chance!" you say, but it must eventually happen, preferably sooner than later.

I report all of this to you because I think that the world's second oldest business (\*see footnote) is going through a tremendous learning cycle now. We have broken many molds and are continuously creating new ways of doing business that redefine marine transportation. In my opinion, the evolving paradigm will impact future global trade in ways far removed from the service model that most people presently see as shipping's role.

\*Foot Note

I have it from a highly placed source in Washington that the former second oldest business, politics, has merged with the world's oldest profession.

# 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 \$100.

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 per year for students.

To become part of the Job Mart please call (203) 406-0109 or

email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)

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

## SITUATIONS WANTED

### Candidate 2: LAWYER / FLEET MANAGER AVAILABLE

Licensed attorney with experience operating a fleet of tankers for three years seeks position with ship owner or related company. Any location considered, though Stamford/NY area preferred. Focussed on Maritime law, ship casualties, oil pollution mitigation. Master in Marine Affairs with environmental focus. Fleet operations officer for 9 tankers in Singapore, responsible for charter parties, following claims including demurrage, tracking 21 vessels daily worldwide, appointing agents, arranging bunkers, etc. USCG-licensed Master, 100 ton, since 1995. 75,000 nautical miles sea-going experience. Citizen of US and Sweden/EU. Good team worker. Strong verbal Spanish, basic Scandinavian, fluent typist. Excellent references. Available to interview and work immediately.

Contact: Eric T. Wiberg, Tel (617) 242 6477, Cell (401) 338 6957

email: [ericwiberg@att.net](mailto:ericwiberg@att.net)

(S5-10)

**Candidate 3:** Accomplished Naval Officer of 6 years, seeking a position with a Chartering Firm. Is also open to other areas within the Maritime Industry that requires similar experience and knowledge. Candidate has a successful background in management, training development and execution, problem solving, team building, sales and public relations. An excellent communicator and quick learner. A proven performer, capable of long range planning leading to consistent, positive results. Credentials include:

- BS Business Administration
- ASBA Certificate Course (ADG 11/2005)
- MS International Transportation Management (ADG 9/2006)

Contact: T. Nicholas Kozma

Email: [nkozma@gmail.com](mailto:nkozma@gmail.com), Mobile: (401) 580-5433

Will furnish resume upon request.

(S5-10)

## HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$100 - and it has proven to be THE place to be seen and answered.

### Position A: Electrical Superintendent - North America

The Company: Our client is one of the worlds largest cruise shipping companies, with offices throughout the world. They call at over 260 ports on all seven continents and operate a fleet of 78 ships carrying over 1 million passengers a year.

This role is to be based in their office on the West Coast of America.

The Role: The successful candidate will be responsible for all electrical equipment, machinery and structure of the assigned vessels are maintained and operated with compliance and company standard. This role also involves regular on board inspections, which should include an annual thermo graphic survey. You will also be required to monitor planned maintenance, timely execution and recording via the AMOS system. In addition you will also be responsible for the electrical repair specifications during dry dock and wet dock periods, as well as managing electrical costs and budgets.

The Person: The successful candidate will be educated at degree level or the equivalent electronic engineering qualification and will be able to demonstrate directly related work experience which will provide the knowledge considered necessary for this role.

You will also be required to work as part of a team as well as with a number of other parties, and will therefore need to display excellent communication skills (both written and oral). In addition you will display good skills when negotiating, presenting and resolving sensitive enquiries and complaints. IT proficiency is also expected as is good management ability, to assign responsibilities and allocate resources to attain favorable business impact.

In order to complete the above tasks competently, you will have good organizational skills as well as the ability to multi task and work under pressure.

The role does include some travel overseas and requires someone with a proven track record of vertical progression.

Candidates with a diverse vessel experience will be considered, those with cruise ship experience have a winning edge. All candidates must have the existing right to live and work in the US.

The Reward: The reward is an exciting role based in attractive part of California with a large shipping company. This offers an excellent salary and attractive relocation package as well as the opportunity for world wide travel.

(HW11-05)

**Position B:** Chief Operating Officer  
Leading High Technology Shipbuilder

Location: United States

Reporting to the CEO, this individual will provide leadership, management, and vision ensuring proper operational controls, procedures, and systems within the company. He/she will direct operational initiatives to effectively grow business and ensure financial strength and operating efficiency. The executive will have at least five years of experience in a senior management capacity and be looking to extend this into the role of Chief Operating Officer. A very attractive compensation package, including base salary, bonus and participation in the senior management group share plan and other benefits will be structured for the final candidate.

**P. Jason Ward, Managing Director, Korn/Ferry International**

Direct: 203-406-8769

Fax: 203-327-2044

Email: jason.ward@kornferry.com

**Ralph Annunziata, Senior Associate, Korn/Ferry International**

Direct: 203-406-8785

Fax: 203-327-2044

Email: ralph.annunziata@kornferry.com (HW10-05)

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**Position C:** POSITION: Port Engineers CLS - PR/CB

LOCATIONS: Jacksonville – Talleyrand AND Baltimore, MD

DUTIES: Management position responsible for the repair, maintenance and modifications of vessels and equipment or facilities assigned to a specific region or operating company which may be allocated in support of a specific project. Responsible for the oversight of large land or vessel based construction / repair projects. This includes the development of budgets and schedules, contractor selection, contract management, interfacing with regulatory agencies. Assists in the development and adherence of the maintenance and repair budgets, as well as controls expenditures within limitations of a designated project's budget. May prepare and present status reports to customer, project team and management. Supervises the timely and cost-effective maintenance, repair, modification, and refurbishment projects of the existing fleet or facilities. Develops specifications and vendor bid packages and evaluates bid packages. Monitors the contractors and /or shipyards during projects. Conducts on-site surveys to determine maintenance and repair needs. Ensures all vessel engineers are properly trained, qualified and comply with regulatory training and / or certification requirements.

EDUCATION: Bachelors degree in engineering or at least 10 years in an engineering related field. MBA and /or APICS / PMP certification preferable. Licensed engineer.

WORK EXPERIENCE: Minimum 5 years experience in marine engineering, with sailing as a chief engineer in the tug and barge industry preferred. Minimum 3 years project management experience required.

CONTACT US: Human Resources, Email: resumes@crowley.com

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(HW09-05)

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**Position D:** Leading Stamford Ct based international finance and shipping publisher seeks articulate, energetic, meticulously organized young executive to fill an entrepreneurial role at the world's leading ship finance magazine. The job will include the marketing and special projects associated with the company's domestic and international conferences, product/subscription marketing and sales and content development in conjunction with the editorial department. Clear opportunities for growth, travel and to be a part of a dynamic industry. Competitive salary, full health benefits.

Email resume to: jlawrence@intmarketingstrategies.com (HW10-05)

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**Position F:** Junior Broker Operations Support

Location: Edison, New Jersey and/or Greenwich, Connecticut

World Fuel Services, a leader in marine fuel supply services, is seeking highly motivated and efficient people to join our international team. Candidates should have excellent interpersonal skills and a genuine customer service orientation. A degree from a maritime college and/or related experience in shipping or oil is preferred. Computer skills (Outlook, Word, Excel and Powerpoint) and multiple language skills are an advantage. The right candidate(s) will find ample performance-related rewards and opportunities. World Fuels is an equal-opportunity employer. Please forward a resume, salary history and requirements, and an essay on "What I can contribute to World Fuel Services" to [racedo@wfscorp.com](mailto:racedo@wfscorp.com) or fax # 305.392.5608. (HW11-05)

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**Position I:** Opening for Marketing Analyst

International shipping company located in Beverly, Massachusetts and specializing in the transportation of dry bulk commodities is seeking an individual to join its marketing department as a junior analyst.

The ideal candidate will have some marine experience (but not a requirement), a degree from an accredited university or college, excellent computer skills and an analytical mind.

The company offers a competitive salary with superior benefits. Please forward your resume to [info@cslbos.com](mailto:info@cslbos.com).

For more information on our company, please visit our web site at [www.cslint.com](http://www.cslint.com) (HW11-05)

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**Position J:** Director, LNG Shipping Regulatory Compliance/Port Captain Suez LNG North America, a leader in the LNG industry is looking to add to its Commercial Shipping group located in Boston, MA. This position is directly responsible for ensuring all LNG shipping related operations;

including emergency and response management comply with all regulatory requirements which include international, federal, state and local municipality requirements. He/she will visit and inspect vessels either owned or chartered by Suez Groups with the primary purpose of ensuring regulatory compliance and standards are being maintained. This position also requires strict oversight of shipping activities including planning and controlling the movement of ships and cargoes between loading and discharge operations, and port activities. He/she assists in the coordination and correspondence between – ship owners, charterers, and regulatory bodies to ensure all parties are fully conversant with port specific requirements. He/she will also be required to make frequent public appearances which will include presentations of company procedures, safety and security guidelines, as well as facilitating multi-agency training exercises.

Must have a Bachelor's degree in Business Administration, or equivalent; at least 10 years LNG Ship and regulatory experience; hold a U.S. Merchant Mariners License either deck or engine; be authorized to work in the U.S.; ability to travel on short notice; bi-lingual qualities (Spanish/French) is helpful.

Excellent benefits and compensation package.

#### AD CONTACT INFORMATION

Contact: Human Resources

Company: Suez LNG North America

Address: Boston, MA

Fax: 617-526-8345

E-Mail: hrjobs@tlngna.com

Website: www.suezenergyna.com

Notes: Email resume and salary requirements (HW11-05)

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#### Position P: Operations Assistant

Heidenreich Marine Inc. has an opening in its Darien, CT headquarters for a web site operations assistant. Candidate must be a maritime graduate with BS in Marine Business or Marine Transportation and/or 2+ years experience either at sea or shore side. Strong knowledge of Microsoft Office products and Internet Explorer is necessary.

Main responsibilities will be the preparing questionnaires for use on www.Q88.com used by over 230 ship owners and assist in help desk support. An ideal candidate must be detail oriented, have good communication skills and can function in a group as well as independently. Must be eligible to work in US.

Competitive salary and benefits offered to applicants meeting these qualifications. No relocation is being offered with this opportunity. Please send resume along with cover letter and salary expectations to hr@heidmar.com. Visit our websites at www.Q88.com and www.heidmar.com.

(HW09-05)

#### Position W: Position Title: Chartering Manager

Reports to: VP Chartering

Location/Dept: New York - Manhattan

Completed By: Arianna Long

General Position Summary: Negotiates and executes charter parties and contracts of affreightment. Handles post fixture work in collaboration with SSI's Traffic Department

Essential Functions:

1. Charter vessels for the export cargoes from the Baltic of 15,000 metric tons and larger, which number about 30 – 35 cargoes per year.
2. Communicate voyage instructions to the masters of the above vessels, as well as the agents at ports of loading and discharge.
3. Oversee the chartering activity of the Cologne office's chartering of about 90 cargoes per year, ranging in quantities between 3,000 to 15,000 metric tons.
4. Oversee the settlement of laytime on all cargoes from the Baltic.

Qualifications: Bachelor's Degree in Maritime Transportation or Business Administration; 2 -5 years experience in dry bulk chartering and/or operations, preferably in handy and/or handymax sizes; knowledge of laytime and demurrage and despatch.

Strong analytical and verbal communication skills; ability to handle multiple tasks and prioritize workload. Must be able to understand, speak and write English; solid computer competency including Microsoft Office.

If you are interested in the above listed position, please apply one of the following ways:

- Call (503) 299-2251 to receive application materials
- Apply in person at 3200 N.W. Yeon in Portland
- E-Mail resume to job2066@schn.com
- Fax resume to (503) 471-4429

Equal Opportunity Employer

(HW09-05)

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**Position X:** DNV, a premier ship classification society with the objective of safeguarding life, property, and the environment and a leading international provider of services for managing risk was established in 1864. DNV employs about 6,400 people in about 300 offices in more than 100 different countries. Our prime assets are the creativity, knowledge, and expertise of our highly qualified engineers, surveyors, technical and managerial staff. DNV currently classes more than 5,100 ships totaling more than 104 million grt, or more than 17% of the world's fleet in tonnage terms.

DNV is now looking for qualified and experienced ship classification surveyors, primarily for ships in operation and, secondarily, for ship new-building projects.

Ship Classification entails verification against a set of requirements, such as DNV Rules and statutory requirements, during the design, construction and operation of ships. DNV Rules are based on the accumulated expe-

rience from DNV's large classed fleet, research and development and more than 140 years of experience.

Main functional responsibilities include the survey of ships and preparation of reports based upon compliance with DNV Rules and other requirements, such as statutory conventions for Safety of Life at Sea, Loadline, Cargo Gear and Pollution Prevention certificates.

Ship in Operation surveyors conduct periodic surveys of ships to assess the vessel structure and soundness and to recommend repairs or maintenance required to ensure the safety of life and property.

Ship Newbuilding surveyors attend ships under construction to observe and supervise the building to verify that approved plans are followed, approved material and components are properly installed, good workmanship practices and compliance with DNV Rules and other requirements.

Ship in Operation or Newbuilding surveyors may be required to attend manufacturing plants to witness testing of materials and components and determine compliance with specifications and DNV Rules.

Minimum five years experience and a Bachelor's Degree in marine engineering or naval architecture required. A Chief Engineer or First Assistant Engineer license is highly desired. Must be willing to travel and relocation within the United States may be required.

If interested in advancing your career with a leading ship classification society, please submit your full CV and cover letter, in confidence, to:

Ms. Carol Stampfel, Human Resources Administrator

Det Norske Veritas, Crossroads Corporate Center, One International Blvd., Suite 1200, Mahwah, NJ 07495 or email:Carol.Stampfel@dnv.com

(HW09-05)

**Position Z:** Manager, ESQA

Location: Jacksonville, FL

**JOB DESCRIPTION:** Responsibilities include management of the Company's environment, safety and quality assurance (ESQA) management systems to achieve and maintain certifications for the ISM Code, ISO 9000 & 14000 and the AWO Responsible Carrier Program. Performs ESQA management system training and coaching, system audits and incident investigations to satisfy regulatory, customer and Company requirements and expectations. Ensures implementation of effective corrective actions and continual improvement in business processes. Implements an effective management system that meets the Crowley vision of being a world class safety leader. Manages emergency response to oil and hazardous material releases. This position will require up to 40% overnight travel.

Requirements: Bachelors degree in marine engineering/transportation, occupational safety and health, or quality management preferred.

Minimum of 5 years experience in maritime transportation safety, environmental or quality assurance programs. A strong passion for safety leadership. Excellent communication skills required (oral and written). Proficiency in MS Word, Excel and PowerPoint. Prior work experience as a deck or engineer officer preferred.

**CONTACT US:**

Crowley

Email: [resumes@crowley.com](mailto:resumes@crowley.com)

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Crowley.com: <http://www.crowley.com/careers/voluntary-information.asp>

(HW11-05)

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**Position Y:** Marine Engineer Surveyor –

Eastern United States of America

BMT Salvage Limited (The SA) has an immediate vacancy for a Marine Engineer Surveyor.

The successful candidate should have previous experience in marine surveying and the operation of various types of marine machinery. A Merchant Marine Chief Engineer's Licence will be minimum and additional qualifications as preferred.

The attractive salary and employment package will take account of previous experience and qualifications. The candidate must live and/or be willing to relocate into a convenient location in the corridor extending from Virginia to New York.

All applications will be treated in the strictest confidence.

Interested candidates should send their resume to William Palmer, Principle Surveyor – American Operations, BMT Salvage Limited, 40 Fulton Street, 8th Floor, New York, NY10038.

(HW09-05)