

UP COMING EVENTS

SAVE THE DATES

NOVEMBER 2006

Thursday, November 16, 2006

(A week early due to Thanksgiving)

CMA Monthly Luncheon

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

Giovanni's II

2748 Post Road, Darien, CT 06820

Speaker: **Capt. Peter Boynton, USCG, Captain of the Port of New Haven and Commander Sector Long Island Sound**

Presenting the Coast Guard's "Waterway Suitability Report" for the proposed floating LNG terminal to be operated by Broadwater (j/v between Shell and TransCanada) in Long Island Sound in 2010.

The report was released September 21, 2006.

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

Call Lorraine at +1.203.406.0109 Ext. 3717 to reserve

DECEMBER 2006

Tuesday, December 12, 2006

CMA Annual Holiday Party

6pm - 10pm

The Royal Green at Sterling Farms

1349 Newfield Avenue, Stamford, CT

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

Admission Charge: All we ask is that you bring an unwrapped toy for the U.S. Marine Corps. sponsored "Toys for Tots" program - thank you!

Please call Lorraine at +1.203.406.0109 Ext. 3717 to Reserve

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

PRESIDENT'S NOTES

It is often observed, almost to the point of "enough already", that the shipping industry is saddled with a chronic image problem. The good deeds go unnoticed; the bad are heralded. At shipping conference after shipping conference this problem is raised, eloquently addressed, and quickly forgotten. No one has the time or energy to push the rock up that hill.

The latest black eye punch was delivered this past weekend on national television. The CBS news show "60 Minutes" went to Bangladesh to cover the shipbreaking industry on the beaches near Chittagong. A tough business for sure, and you can imagine how it was presented. Congressional hearings will not be far behind.

In advance of airing the program, CBS thought it would be a good idea to send out a promotional email to the maritime

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• CMA INFORMATION •

OFFICERS

PRESIDENT

Peter Drakos

P: (203) 569-9538

F: (203) 569-9554

Email: pdrakos@blankrome.com

VICE PRESIDENT

Beth A. Wilson-Jordan

P: (203) 609-0803

F: (203) 609-0804

Email: bwilsonjordan@optonline.net

SECRETARY

Laura Mirabella

P: (203) 629-2300

F: (203) 629-9101

Email: mirabella21@hotmail.com

TREASURER

Bob Pascarella

P: (203) 325-9771

F: (203) 323-6266

Email: robert@tpacpa.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Evan Galanis

P: (203) 356-2000

F: (203) 356-2010

Email: egalanis@att.net

PLANNING & ADMIN

Chris Aversano

P: (203) 629-2300

F: (203) 629-9101

Email:
chris.aversano@crweber.com

SOCIAL

Johnny Kulukundis

P: (203) 550-1720

F: (203) 629-9103

Email:
john.kulukundis@gmail.com

COMMUNICATION

Bob Kunkel

P: (203) 831-8977

F: (203) 286-1474

Email:
rkunkel4@yahoo.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 Koellmer

Email: conferences@cmaconnect.com

WEB: Lorraine Parsons

Email: conferences@cmaconnect.com

community with a request that it be distributed and posted on maritime related websites, etc. From the tone of the email it appears CBS believed the shipping industry would embrace the opportunity to take a public relations hit:

“...It’s a fascinating Bob Simon story on what happens to old ships when they’re laid to rest – a subject few people give much thought to, but one that has severe environmental and human rights implications. We’re trying to get word out beforehand to as many people as possible who have an interest in the myriad of issues involved in shipbreaking operations, from child labor violations to hazardous waste disposal.

To that end, it would be great if you would consider sending something out to your listserve and/or posting something on your website.....”

I don’t defend or condemn the shipbreaking industry. I don’t know enough about it. I just wonder if CBS ever plans to do a story on something equally important but less sensational: the delivery of food and energy around the world, to the poor and prosperous alike.

Another saying which is often repeated but never reported is that without the shipping industry, half the world would starve and the other half would freeze.

Best regards,
Peter G. Drakos

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Web Site:

<http://www.scardana.com>

FROM THE EDITOR

Global competition and the NY region's Maritime Cluster was the focus of a very successful meeting at Fordham Law School (Lincoln Center campus) the afternoon of October 26th. Regrettably this event competed with our own luncheon that featured a very interesting presentation by MARAD's Erhard Koehler on the N/S SAVANNAH after its reactor is removed.

I wrote a bit about NYMAR (NY Maritime Inc – www.nymar.org) last month. Their event was well attended and all of the speakers were simply great. Connecticut and CMA were both mentioned several times and represented by the current and the past two CMA presidents, Jim Lawrence, our Conference organizer, and many CMA members. What was missing, in my opinion, were some explanations. What are economic clusters? Why are they important?

- Clusters are geographic concentrations of interconnected companies, specialized suppliers, service providers, firms in related industries, and associated institution (for example – universities, standards agencies and trade associations) in particular fields that compete but also cooperate. (Think Silicon Valley for example, or Hollywood). Clusters have been recognized by economists since about 1890 but their importance has been greatly elevated by today's complex, knowledge based and dynamic global economy.

Harvard Business School's competitiveness guru Michael Porter says "The paradox of globalization is that location still matters." "The more barriers disappear, the more that capital and talent become mobile, the more decisive become geographic advantages."

- Why view economies through the lens of clusters rather than groupings such as companies, industries, or sectors such as manufacturing or services? The primary answer is that today clusters better describe the nature of competition and the sources of competitive advantage.

"Clusters foster high levels of productivity and innovation and location remains central to their impact. Most cluster

participants do not compete directly but serve different industry segments. Thus, by cooperating with each other companies can make the entire cluster more competitive. Over time, the real importance of clusters rises with the sophistication of competition meaning that clusters tend to increase in number as economies develop."

- "Competitive advantage (as distinct from "comparative" advantage which we all learned about in school) lies in increased awareness of an entire industry, heightened knowledge aided by relationships, and motivation by interaction with competitors – that distant rivals cannot replicate." (ed- underline added for emphasis)

What can our Tri-State Region Maritime Cluster do to be more competitive? The answers are not easy and are further complicated by trying to understand just how the mosaic of our diverse sub-communities fit together. However, it seems that CMA has, in many ways, become a model cluster.

We know, for example, that most successful organizations evolve through long periods of convergence punctuated by sporadic paradigm-breaking shifts. We also know that small is often better than large. Smaller companies are able to move and accommodate change quicker. A National Science Foundation study found that smaller firms generated twenty-four times as many innovations per dollar invested as large firms.

To illustrate "small is good" two examples are offered in the area of ship finance. Oslo is still the preferred financial center for offshore drilling and support vessels, but Hamburg as a shipping financial center is branching out from container ships to financing almost any kind of ship. Can we learn something from the declining Oslo Maritime Cluster, and from the rising Hamburg and Singapore clusters? We will try to answer that at Shipping 2007.

Clusters, competitive advantage, and the meaning of "competition" are not as theoretical as you might think. While you are waiting for March 2007 to learn more, may I suggest you find a copy of the August 21/28, 2006 edition of Business Week. The cover story is all about the nature of competition of all kinds, but the article on pages 108-111 which deals with "location" is especially pertinent. I also recommend to your reading an OP ED piece by Sen. Charles Schumer (D-

NY) and Mayor Michel Bloomberg, Mayor of, the City of NY in the Wall Street Journal of November 1, 2006 titled "To Save New York, Learn From London" which deals with competition among financial centers.

–Donald B. Frost

PS-

Our art gallery tour and wine tasting event in Fairfield, CT on November 1 drew about 25-30 members, most with their spouses. Mr. J. Russell Jinishian, the gallery owner, provided wine, spirits and even beer for barbarians like me, and was a wonderful host. The marine art includes paintings, prints, models, sculpture, dioramas, and I think I even saw some marine samplers. It was a very enjoyable evening and some of us carried it further with a simple dinner together at a nearby Fairfield restaurant. How very civilized! The Gallery is co-located with the Greenwich Workshop Gallery on the Post Road in Fairfield.

NOTES FROM NORTH CHINA

Contributed by Michael Schmidt

A group of Massachusetts Maritime Academy students active in the CMA internship program had the opportunity to attend the Annual General Assembly of the International Association of Maritime Universities in Dalian, China last month. We have included this brief write-up and accompanying photographs to highlight the achievement of these students as well as to give you a look at what contemporary maritime students are doing when not at school or interning for your company.



Three seniors, Daniel Mulgrew, Martyn Mason, and Michael Schmidt, were selected to represent Massachusetts Maritime Academy in the Annual General Assembly (AGA) of the International Association of Maritime Universities in Dalian, China. Since mid summer, the three of us had been working on a research project regarding the properties, financial aspects, safety, and future of Liquefied Natural Gas. Our project was selected to be presented in the Student Presentations part of the AGA. In this conference, students from all over the world including Finland, England, Ukraine, China, Japan, Vietnam, South Korea and the United States presented various topics that they felt were pertinent to the Maritime Industry.

While in China, the three of us had the privilege to meet the President of Maine Maritime Academy as well as the IAMU Chair, Leonard Tyler, the California Maritime Academy President, William Eisenhardt, and the President of Dalian Maritime University, Prof. Wang Zuwen, among others. We are honored to have taken part in such an event giving us experience and knowledge of other cultures, as well as understanding of various current topics and concerns within the global maritime community.



CMA'S NOVEMBER LUNCH PRESENTATION

THURSDAY, NOVEMBER 16TH
(a week early due to Thanksgiving)

Capt. Peter Boynton, USCG, Captain of the Port of New Haven and Commander Sector Long Island Sound will present the Coast Guard's "Waterway Suitability Report" for the proposed floating LNG terminal to be operated by Broadwater (j/v between Shell and TransCanada) in Long Island Sound in 2010. The report was released September 21, 2006.

As you may recall CMA presented a spirited debate on the pros and cons of the project in November 2005. Capt. Boynton wanted to attend that meeting but he was detained on Long Island on Coast Guard business. He will come prepared with slides and will answer questions.

Come listen to Capt. Boynton speak at the CMA Lunch on Thursday, November 16th at Giovanni's II in Darien.

MEMBERSHIP NOTES

Please welcome this month's new members:

Jessica Appel, Skaarup Shipbrokers, Stamford, CT

Timothy Baxter, P.E., Diving Services Inc., Foster, Rhode Island

Sean Connaughton, US DOT/Maritime Administration, Washington, D.C.

Josh Dodge, Moran Towing Corp, New Canaan, CT

Geir Morland, Jotun Paints, Belle Chase, LA

Ben Padilla, Marine Money Int'l, Stamford, CT

Panos Michaelides, Paul Ehrenstein & Associates, New York, NY

Ole Michael Sandberg, Apex Bulk Carriers LLC, New York, NY

Peter Spiller, Skaarup Shipbrokers, Stamford, CT

Matthew Unger, Seaworthy Systems Inc, Centerbrook, CT

Evan Galanis
Membership Chair

FACTOIDS & STUFF

By Don Frost

Second Indian Registry – According to an Indian newspaper India is exploring setting up an international ship registry because of a decline national fleet. The paper states an alternate registry would have "more operational freedom and exemption from a slew of taxes." Other countries with two registries include Denmark, Norway, France and the UK. (ed – I smiled when I read this on MARAD's Newswatch October 10, 2006)

Davie Quebec City sold - Norway's TECO Management to purchase Davie Industries (Davie Shipyard, Levis, PQ-Quebec City) for \$28.4 million.

Conferences under attack - As previously noted the Competitiveness Council (ed note: "competitiveness" see From the Editor this month) of the European Commission, proposed to repeal the exemption that Liner Shipping Conferences have enjoyed under the E.C. Treaty's ban on business practices on September 25, 2006. On October 19th the US Antitrust Modernization Commission conducted a hearing on the antitrust immunity provisions of the Shipping Act of 1984. The Commissioner of the Federal Maritime Commission, Joseph Brennan submitted a brief statement advocating the repeal of antitrust immunity with respect to rate-setting and rate discussions by ocean common carriers, while retaining information exchange and space-sharing among ocean common carriers and limited antitrust immunity for terminal operators. (Holland + Knight, Washington, DC).

TWIC – Waiting for Godot: A Tragicomedy in many acts - The often mentioned but never implemented Transportation Worker Identity Certificate/Card (TWIC) came under attack by the GAO in mid October in a report revealing the following problems with TSA: Poor planning by the agency which has raised the estimated cost from \$12 to \$27 million., poor oversight of the contractor, poor communication with local officials and industry during testing. (Holland + Knight). Do you think there might have been some political influence? (Some months ago I referenced in these pages a NY Times piece on just this issue involving a Kentucky Congressman).

Hear Ye!- Hear Ye!

Each month we get a large number of notices about meetings etc. CMA's Newsletter isn't set up to be a bulletin board or a newspaper. We try to bring people together and to inform you about events and news that will interest you, our members, minds or reward your pocketbooks.

- Lloyd's Register-Fairplay will present a one day awareness briefing in NY Nov 30 at the 3 West Club, NY City on the theme "MARPOL: Cleaning the Air over Annex VI – check it out at <http://www.lrfairplay.com/fab> CMA members have been offered a 10% discount.
- The New York Bunker Industry Dinner 2006 takes place at The 3 West Club, 5th Avenue on 30 November. Organised by Petrosport Ltd, publisher of Bunkerspot magazine <http://www.bunkerspot.com>, in association with Fairplay, the dinner marks a fitting end to a hectic year in global marine fuels markets by bringing together bunker buyers and sellers from across North America. It follows Lloyd's Register Fairplay's Awareness Briefing on Marpol Annex VI. For more details visit <http://www.bunkerspot.com/dataimages/FABNewYorkBrochure.pdf>
- IMO's WORLD MARITIME DAY Observance will be held in NY November 15th at the UN Church Center, 1st Ave. and 44th Street. The 2006 Theme is Technical Cooperation and the focus is "OILY WATER SEPARATORS and the need for technical Cooperation". The Seminar will be held after worship hours, at 1400.hrs. Seminar speakers will include Clay Maitland of IRI, Charlie Kinnear of DNV, Rick Penny of Ensolve, Frank Denietolis of OMI, Capt. Patrick Little, USCG, Jeanne Grasso of Blank Rome and Rev. Jim Von Dreele, of SCI Philadelphia and NAMMA. The event is being organized by the North American Maritime Ministry Association (NAMMA). RSVP to Carleen Lyden-Kluss at c.lyden-kluss@morganmarketcomm.com soonest. Space is limited..

CMA SHIPPING 2007

**March 19-21, 2007 –
Westin Stamford Hotel**

North America's pre-eminent Conference and Exposition will take place once again at The Westin Stamford, March 19, 20 & 21, 2007. 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!

Once again we are almost fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you!

Familiar event sponsors such as Liberian Registry, International Registries, Society of Maritime Arbitrators, TradeWinds, ABS, Det Norske Veritas, Bureau Veritas, Blank Rome and Bertucci have already confirmed their commitment as sponsors and we will be confirming more sponsors in the coming weeks; major international associations have confirmed their support as Supporting Organizations for 2007 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 2007.

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 2007, which is always exciting, so watch out for that news!

Our event website for 2007 – <http://www.shipping2007.com> is now live, with more information being added as we move forward. 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 2007 as an exhibitor, conference delegate, 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 2007
Tel: +1.203.406.0109 Ext 3717
Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: <http://www.shipping2007.com>

BUNKERWORLD FORUM: NEW YORK

SQUEEZING THE BUNKER BARREL
15-17 November, Marriott Hotel, New York
(endorsed by the CMA)

Mitigating price risks – sustaining efficiency

2005 saw global bunker prices rise on average by around 60% - with that trend continuing into 2006. Buoyant times for ship operators does not disguise the fact that ship fueling costs have spiraled to equate to between 30 and 60% of ocean-going ship operation costs.

Rapid price hikes and drops within a single trading day, record high prices for many benchmark crudes, fuel oil and distillates have contributed to further scrutiny on fuel oil and marine fuel price movements.

“Squeezing the bunker barrel” tracks the course of a barrel of bunker fuel from the refinery to the smokestack and explores the associated costs.

With an array of experts in their fields, this forum provides the knowledge tools and instruments to secure value and performance in marine fuel procurement.

For more information on the event and to register, please visit:

<http://www.bunkerworld.com/events/newyork2006/newyork2006.html>

As a thank you for endorsing the event, BunkerWorld is offering all CMA Members a 25% discount on the registration rate, i.e. \$975 (regular rate is \$1,145).



“There is Posidonia, Nor-Shipping and CMA Shipping”

SHIPPING 2007

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

SAVE THE DATE!!

March 19, 20 & 21, 2007

Westin Stamford Hotel, Stamford, Connecticut

For more information contact:
Lorraine Parsons, CMA Event Director at
Tel. +1.203.406.0109 ext. 3717 • Fax. +1.203.406.0110
Email. conferences@cmaconnect.com OR
visit us at www.shipping2007.com

CALL FOR PAPERS

The State University of New York Maritime College Dept of Global Business and Transportation (GBAT) Second Annual Conference on "Cutting Edge Issues in Ocean Shipping" will be held on campus February 2, 2007. Interested persons are invited to submit papers on topics pertaining to ocean and intermodal transportation including vessel operations, chartering, shipbuilding, engineering, economics, finance, law, policy, insurance, etc.

Papers should normally be 10 to 20 pages and presentations 35-40 minutes followed by a question and answer session of about 10 minutes. Six papers will be selected for presentation from academic, public and private sectors. The public is invited to the conference and many of the College's graduate students will attend.

Papers to be submitted latest by December 21, 2006 to Professors Jeffrey Weis at www.GBATConference@suny-maritime.edu. Details on manuscript style may be obtained by contacting Prof. Weiss at 516-459-1296 or via the website above.

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JOB MART

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

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

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

email: conferences@cmaconnect.com

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

SITUATIONS WANTED

Candidate 1: Financial Executive, seeking position in the transportation or financial services industry

Versatile Financial Executive with extensive experience and success in leading and developing companies within the maritime industry including developing and maintaining bank and client relationships, financial and cash flow analysis, equipment valuation, M&A, corporate and financial restructuring and turn around. Considerable banking experience in developing and selling leasing and structured finance solutions, including worldwide origination, deal structuring (domestic and cross border tax, accounting, cash and legal consideration) and documentation. Analytical, resilient with an entrepreneurial approach.

Contact: Per A. Kjellgren

Phone: (203) 227-9773, Cell: (203) 984-7187, Email: per@kjellgren.org

(S6-9)

Candidate 2: Maritime Manager seeking a position in a team environment. Skills in liner service management, operations and some chartering. Leader with a strong ability to multi task expertly and efficiently. Heavily experienced in containers and breakbulk cargoes. Offering diversity, flexibility and an outgoing personality with a "make it happen" attitude." Contact: Kim Dailey at 203-241-0388 or by email:

kdailey44@earthlink.net

(S6-11)

Candidate 3: Merchant marine deck officer with 35 years experience, mostly overseas. Looking for shore job in Fairfield or Westchester. Strong leadership and team player.

My experience includes 30 years as master of vessels between 100 and 200 feet. Please contact by email: sailor1278@yahoo.com (S6-11)

Candidate 5: Seeking Management Position

Maritime Executive with expertise in liner service management, marketing and operations. Skilled negotiator with proven results. Team builder and leader with excellent communications skills and a strong network of professional and personal contacts. Experienced in streamlining operations to achieve improved service levels at lower costs.

William Knowlton

phone: 732 345 1701, cell: 732 539 9916,

email: w.knowlton@comcast.net

(S6-4)

Candidate 6: I freshly graduated from the State University of New York Maritime College with a Master Degree in International Transportation Management. My goal is to get a position in the maritime and shipping industries. I am well organized, a self-starter and always take pride in the job I am doing. Also, I get along very well with others.

My credentials include:

- BA in Geography
- ASBA Chartering Certificate
- Company and Ship Security Officer(CSO/SSO) Certificate

In addition to the above, I speak French and some Spanish. My computer skills comprise:

- Microsoft word, Excel,Powerpoint
- Arc View GIS 3.0 (a mapping software used in geography)

Thank You and Regards,

Gouta Eugene B. Pothy

(973) 481-5117 Home

(908) 787-5838 Cell

Email: dangbapothy@hotmail.com

(S6-6)

Candidate 7: Seeking positions in Chartering/Agency work/Marine operations etc in maritime industry

Have vast experience of shipping industry, sailing experience on Container ships, Refeer cargo vessels and Roll on Roll off Car Carriers in all ranks. Also some experience on Tank vessels in the past. With UK unlimited Master's Licence. Seeking positions in maritime industry. Possessing thorough knowledge of International business & law, management skills, International transportation, Marine operations & cargo handling, Chartering & charter parties, Safety requirements and International safety audits, handling of all communications with Agents, Shipper, Consignees & Port Authorities.

Also recent graduate with Masters degree in International Transportation Management from New York Maritime College, SUNY. A dedicated team player, experienced with multi national company. Also adequate knowledge of Spanish Language. Seeking positions in Maritime Industry.

Email : shahzad110@aol.com

Tel : 718 465 2151, cell : 718 864 4246 "

(S6-7)

Candidate 8: Multicultural Maritime Economist Seeking Position in Shipping Industry

I am an aspiring maritime economist, and I decided to take a large step in order to broaden my professional horizons by leaving my home in Athens, Greece and coming on my own to New York City. I am interested in a position in the maritime industry. I received my B.S. in Maritime Studies in February 2005 from the University of Piraeus, one of the most prestigious academic institutions in Europe.

While I was a full-time student in Greece, I worked at a Research and Development department for the European Union, where I participated in scientific conferences across many European capitals and Brussels. Presently, I am working at a financial consulting firm in the Wall Street area.

I am confident that working at a maritime company would be mutually beneficial because my rigorous international education and background, as well as my personal qualities of integrity, reliability and motivation to excel, would make me an asset in any department in which I might be placed. I am fluent in English, Greek and French. Moreover, I would like to inform you that I am a U.S. citizen and that I can provide you with excellent references.

Contact Information:

E-mail: michaelidesp@hotmail.com

Primary phone no: (646)643-6608 (S6-08)

Candidate 9: An efficient and good team-worker with vast experience in the maritime industry seeks employment in a suitable position.

Candidate just completed a thesis on the ISM Code implementation and has several years sailing experience on foreign going ships as well as a one year work experience as an intern/college aide with a ferry company. My qualifications include:

- MSc. in International Transportation Management (SUNY Maritime) (Sept 2006)
- CSO/SSO & Port Facility Security Officer (PFSO) courses
- Chemical Biological Radiological Defense Certificate
- Graduate Certificate in Chartering (ASBA/SUNY Maritime)
- First Class Marine Engineering License
- B.Eng. in Marine Engineering Technology
- Pre-Sea Navigation Certificate

Contact email: oofori@yahoo.com (S6-09)

HELP WANTED

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

Position A: LQM Petroleum Services, Inc. is one of the largest international marine fuel oil brokers in the world. Founded in 1982, we have expanded to offices in New Jersey (USA) , London (UK) , Texas (USA) and Paris (France). Our offices are staffed with well-trained and experi-

enced brokers complemented by a proficient team of Technology, Finance and Administrative professionals.

We currently have openings in our New Jersey, Texas, and soon to be opened Connecticut offices for an energetic, self-starter who will be trained to assist in all phases of international marketing.

REQUIREMENTS:

- * college degree (please provide GPA-all majors will be considered!)
- * strong verbal and written skills
- * computer proficiency required
- * detail oriented
- * sense of humor "a must"
- * knowledge of foreign languages a plus

The right candidates will receive an attractive salary (commensurate with education & experience); benefit package; bonus.

Please send resume (which will be kept in strictest confidence) to: jobs@lqm.com (HW010-06)

Position G: Stolt-Nielsen Transportation Group B.V.

Stolt-Nielsen Transportation Group Inc. (SNTG) is one of the world's leading providers of transportation services for bulk liquid chemicals, edible oils, acids, and other specialty liquids. SNTG, through its intercontinental parcel tankers, coastal parcel tankers, river tankers, tank containers and rail services, provides global integrated transportation solutions for its customers on a worldwide basis.

For our Tanker Trading division in our Global Operations department in Norwalk we are looking for an **Operations Supervisor**

Stolt-Nielsen is looking for a diligent, experienced and well-educated individual with expertise in ship operations to devise and implement the most economical voyage plans consistent with customer quality requirements for each assigned ship through the commercial utilization of cargo operations. This position is the main focal point for the coordination and control of all cargo/voyage information among masters, area offices, agents, SNTGI Departments and ship owners. In addition, the position directs, trains and coaches Ship Operators in their daily operational tasks.

Main Duties

1. Coordinate and deliver training to new Ship Operators and Operations Assistants.
2. Account for the day to day operations of assigned service group.
3. Provide ship coverage during Senior Ship Operator's and Ship Operator's absences.
4. Modify ship assignments consistent with service requirements, operator experience and training requirements.
5. Meets qualifications and can performs all duties and functions of Senior Ship Operators and Ship Operators.
6. May act in the absence of the Operations Manager.

Qualifications

1. University Degree in Marine Transportation or similar marine business discipline issued by an accredited university. (Bachelor of Science Degree is the minimum requirement).
2. Merchant Marine Deck Officer license (minimum Third Mate, any ocean, unlimited tonnage) issued by acceptable government authority after testing and certification.
3. 1-2 years sea experience as a Tanker Deck Officer.
4. Successful completion of the Chemical Tanker Safety Course.
5. 5-7 years experience in operations
6. Demonstrated aptitude for people development

If you meet the above qualifications, please send a letter of interest and resume to hr@sntg.com with "Operations Supervisor - Norwalk" in the subject line of your email. Please visit our website for more information www.sntg.com. Only qualified applicants will be contacted. We are an equal opportunity employer. M/F/D/V are encouraged to apply.

Visit our website <http://www.sntg.com> for more information about our organization. (HW10-06)

Position H: Assistant to the Line Manager

Gearbulk, Inc., an international shipping and transportation company located in Tampa, Florida, is seeking a highly motivated individual to join our Commercial Department in this full time entry level position. Initial responsibilities will include assisting the Line Manager, providing customer service, booking of freight, billings, tracing cargo and scheduling. The successful candidate must possess excellent communication and analytical skills, enjoy direct contact with customers/vendors, be a team player and be willing to grow and develop with us. Computer literacy in Microsoft Office is required. Experience within the forest products sector is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to Peter Doyle at pde@gearbulk.com or Fax to 813-830-6204. All applications and information will be treated with the strictest confidence. (HW011-06)

Position I: Assistant Marine Operations Manager

Moran Towing of Savannah has an immediate opening for an Assistant Marine Operations Manager for our Savannah, GA location. This position assists the General & Operations Manager with: daily tug operations; crew scheduling, training & management; purchasing functions; required reporting; compliance with Regulatory standards; building positive relationships with Customers, the Port Authority & Maritime Community; & additional projects as assigned. We need a confident, dedicated, hands-on, highly motivated individual who has perceptive judgment & strong leadership skills. This challenging position presents an opportunity for the right person to grow with a major maritime transportation company.

Qualifications Include:

Required: Associate's degree at minimum; Bachelor's degree in transportation or marine engineering preferred. Experience will be factored with education, however, & business knowledge & success in a maritime administrative function or marine discipline that would benefit Moran operations will be seriously considered; Competency with Microsoft Office applications; and Strong written & verbal communication skills.

Preferred:

Management experience providing customer service in the maritime transportation industry; Operational knowledge of the marine environment & equipment, including familiarity with marine regulatory requirements; Demonstrated knowledge & compliance with quality & safety management systems; Prior supervisory experience that includes hiring, scheduling & training; and Past participation in marine accident investigations involving personnel or equipment.

Interested applicants must e-mail a résumé, including a list of supervisory work-related references to: kathy.solomon@morantug.com.

Moran Towing Corporation (<http://www.morantug.com>) is one of America's oldest, largest & most respected providers of ship docking & marine transportation services. A leader for nearly 150 years, we maintain port operations throughout the East & Gulf Coasts of the U.S. & are known for our reliability, safety, & environmental responsibility. Moran is an Equal Employment Opportunity Employer committed to Affirmative Action & a Drug-Free Workplace. (HW10-06)

Position J: Boarding Agent

Our company, Rice Unruh Reynolds Co, has recently merged with GAC Shipping to form GAC-RUR Shipping. Our parent company, GAC, employs 8000 people worldwide. We are an International Ship Agency, handling the import and export of foreign and domestic cargo on tank vessels and bulk carriers. We currently have availability for the boarding agent position, located in Woodbridge, NJ. The Woodbridge office covers the ports of NY/ NJ/ CT and oversees all of New England.

Primary responsibility of our boarding agents is as follows:

- Coordinating Arrival / Departures of all vessels with the appropriate authorities: CBP, Pilots, USCG.
- Boarding the vessel with Authorities on arrival and departure Creating the vessel schedule as per the customers instructions and requests.
- Working directly with Domestic / International clients and crew to coordinate vessel requirements Assisting to Crew needs, such as: Transport, medical attention and Immigration clearances.
- Assisting with Vessel needs such as: Inspections, Technical Issues and Documentation Ensuring the vessel follows all government guidelines while in port and files all necessary notifications to authorities.
- Creating and Negotiating costs for port calls while maintaining the best cost savings for our clients.

Qualified Candidates must :

- Own a car and be in possession of a valid driver's license Be available to work nights, weekends and holidays as needed Be a team player and willing to learn.
- Be organized, with excellent written and verbal communications.
- Have computer knowledge with programs such as Microsoft Outlook, word and excel.
- Bilingual a plus..

This position is full time with full benefits (medical, dental and matching 401k). Travel will be mandatory within the port as needed according to port vessel traffic and expenses to/from ships are reimbursed. Salary is commensurate with experience.

Contact:

Lisa Doherty, Operations Manager
 GAC-RUR Shipping
 New York/ New Jersey
 Ph: 732.855.1611, Fx: 732.855.1551, Email: Lisa.doherty@gacworld.com
 (HW10-06)

Position K: Construction Supervisor

Moran Towing Corporation is actively seeking a **Construction Supervisor** to fill a newly created position within our Corporate Construction & Repair Group. This position will report to the VP, Construction & Repair.

Responsibilities

The primary focus of this position is on-site supervision of new construction or major modifications of corporate tug & barge projects, including ensuring that shipyards produce quality equipment on time & on budget in accordance with negotiated contracts. This position will also be involved in recommending modifications & change orders in design to ensure safety, reliability & crew ergonomics, & in coordinating new vessel delivery logistics with the division or department receiving new equipment. Other responsibilities include: provide innovative ideas for supporting & advancing corporate quality & safety; develop & maintain construction files from construction contract through delivery; assist in managing vendors; respond to Warranty issues & crises as necessary; prepare written reports on costs & schedules & maintain related data & statistics; work with regulatory agencies; & other projects as assigned.

The Construction Supervisor will initially work out of East Boothbay, ME or other shipyard locations as appropriate.

Qualifications

- Experience & training in tug/barge operation, in tug / barge construction / repair, dry docking supervision, engineering cost control, dealing with ABS, USCG & other regulatory agencies preferred.
- Demonstrated knowledge & application of concepts & practices in marine engineering, maintenance, dry docking, safety, day to day oper-

ations & repair functions to assist in the oversight of new construction & major modification projects.

- Bachelor's degree in marine engineering with a merchant mariner officer's license & sailing experience a plus.
- Comprehensive knowledge of Coast Guard and ABS regulations an added asset.
- Strong written & verbal communication skills, attention to detail, & proficiency in MS Office applications required.
- Travel & after hours work required.

Moran Towing Corporation is a leading tug & barge services company with locations spanning the Atlantic & Gulf Coasts of the U.S. We are a growth-oriented company committed to providing high quality, safe, & efficient tug assist, towing, transportation & related maritime services to our global customers. Moran is an Equal Opportunity Employer committed to a drug free workplace, & offers a competitive compensation & benefits package. Interested applicants are invited to send a résumé & cover letter to: career@morantug.com / Subject Line: Construction Supervisor
 (HW10-06)

Position L: Operations Department - Tanker Brokerage

Charles R. Weber Company, Inc. has an immediate opening in their Operations department.

Charles R. Weber is based in Greenwich, CT and was established in 1940, the company is one of the largest independent full-service ship brokerages and marine consultants.

We are looking for a highly motivated team player who has good organizational, communications, computer and interpersonal skills!

The candidate must be a maritime graduate with a minimum of three years as an officer on tankers or equivalent shore side operations experience. Basic responsibilities include the overseeing and monitoring of spot/time charter voyages and liaising and assisting charterer's and vessel owners, as required.

Competitive salary commensurate with experience, benefits including health/dental insurance, retirement plan and bonuses.

Please note that only applicants with authorization to work in the United States will be considered.

E-Mail: rjv@crweber.com
 Please send resumes in strictest confidence. (HW11-06)

Position M: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a HSE Manager in the Galveston, TX office of Pelican Offshore Services Company (POSC), a wholly owned

subsidiary. Reporting to the President of POSC, this position will manage the fleet of offshore lightering support vessels HSE policies and initiatives.

Job Duties and Responsibilities:

- Identify strategies and develop HSE plans in line with our ship management's HSE, D&A, and safety and security policies.
- Conduct fact-finding investigations and produce reports to determine root causes of personnel accidents, emergency incidents and near misses.
- Develop crisis management procedures and plans
- Maintain corporate adherence and compliance with national, international and IMO codes
- Oil Spill Response Team Primary QI
- Manage all aspects of control/coordination for the group of Mooring Masters
- Internal Vetting Of Mooring Master and Assistant Mooring Masters
- Inventory and requisition of lightering equipment
- Maintenance and updating of Lightering manual
- Company Security Officer (CSO)

Minimum requirements:

- Master Mariner
- Minimum of 5 years of management experience
- Negotiating Skills
- Strong written communication skills
- General computer proficiency and working knowledge in MS Outlook, Excel, Word.
- Fluent in English (written and spoken)
- Analytical in thinking
- Organized
- STS experience required

CONTACT: Margo Terrell, Email: mterrell@eagletankers.com

(HW10-06)

Position N: Part-Time/Temporary Administrative/Post Fixture Position at large U.S. Tanker Brokerage

Based in Fairfield County, CT. one of the largest tanker brokerages in the United States is seeking an experienced part-time/temporary administrative assistant for our Post Fixture Department. The position may develop into full-time employment depending on circumstances.

The successful applicant will be responsible for:

- Drawing tanker Charter Parties from fixture recaps.
- Creating and maintaining Charter Party files for all necessary/standard correspondence.
- Ordering / maintaining office supplies.
- Sorting and distributing incoming USPS mail / Courier / Packages etc.
- Checking pending files and sending reminder notices for any outstanding Charter Party administration acceptances.

- Working closely with brokers to ensure that Charter Party files are complete and related documentation is correct.
- Creating reports for the Brokers for client distribution.
- Handling multi-task functions including but not limited to: creating and distributing internal reports, relieving receptionist, performing clerical duties, updating databases, handling specific client and clerical issues and liaising with relevant corporate departments.
- Mass mailing of quarterly reports.
- Maintaining clauses / questionnaires.
- Sorting and distributing incoming and outgoing electronic messages as required.
- Updating contact database.
- Maintaining certain internal databases.
- Organizing ground transportation and hotels for incoming clients and brokers.
- Taking limited dictation.

Compensation will be commensurate with experience.

PLEASE NOTE THAT ONLY APPLICANTS WITH AUTHORIZATION TO WORK IN THE USA WILL BE CONSIDERED.

E-Mail: lparsons@intmarketingstrategies.com

Interested parties should forward their resume in the strictest confidence via e-mail. (HW11-06)

Position P: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a Technical Manager in the Galveston, TX office of Pelican Offshore Services Company (POSC), a wholly owned subsidiary. Reporting to the President of POSC, this position will manage all the technical aspects of our fleet of offshore lightering support vessels.

Job Duties and Responsibilities:

- Serves as Technical Advisor and troubleshoots issues with the vessels
- Scheduled and unscheduled DD and responsible for DD KPI
- Prepare DD specs and quotation gathering
- Supervise DD operations
- Oil Spill Response Team 3rd Alternate QI / Alternate
- Procurement and inventory of spares and supplies
- Lube oil purchasing and analysis
- Evaluation of vessels Engineers
- Vessel Administration, COI, COD, ABS and all vessels trading documentation
- Order and coordinate inspections and maintain compliance
- Maintain technical and maintenance logs for the vessels
- Buildings maintenance at POSC

Minimum requirements:

- Degree in Marine or Mechanical Engineering or equivalent seagoing qualifications Chief Engineer's certificate of competency
- Minimum of 5 years of management experience
- Ability to create and manage budgets, maintenance and procurement plans
- Shipyard or new building project experience is a plus
- Negotiating Skills
- Strong written communication skills
- General computer proficiency and working knowledge in MS Outlook, Excel, Word.
- Fluent in English (written and spoken)
- Analytical in thinking
- Organized

CONTACT: Margo Terrell, Email: mterrell@eagletankers.com

(HW10-06)

- On completion of the voyage, calculate an accurate Laytime statement to determine if Demurrage has been incurred.
- When required, raise an accurate Demurrage Claim for submission to the charterer.
- Manage results and outcomes of any claims negotiations that may arise from submission of the Demurrage claim, keeping logs/Advantage updated of the current status at all times.
- Manage the aging of monies receivable for Freight, Demurrage and other claims.

Minimum requirements:

- College degree or equivalent sea going qualification
- Fluent in English (written and spoken)
- General computer proficiency and working knowledge in MS Office
- Analytical in thinking
- Organized
- Able to work independently with minimum supervision
- Strong written communication skills

CONTACT: Margo Terrell, Email: mterrell@eagletankers.com

(HW10-06)

Position R: AET, Inc Limited is a global shipping company engaged in the transportation of crude oil and related businesses. We serve clients around the world through our branch offices located in the United States of America, United Kingdom and Singapore.

AET currently has an opening for a Post Fixtures/Claims Specialist in the Houston, TX office located in the Galleria area. Reporting to the AVP-Voyage Operations, this position will execute the non-technical operations requirements of a voyage or lightering; manage the post voyage/lightering claims process and will provide post voyage/lightering financial performance reporting.

Job Duties and Responsibilities:

- Ensuring ships agency services are procured and assigned prior to a vessels arrival.
- Timely and accurate submissions of claims for monies owed to the company
- Innovation and improvement of operational routine tasks
- Appoint Ships agents at load and discharge ports.
- Review port disbursement estimates provided by those agents and evaluate the accuracy of the estimates before arranging for remittance of funds
- Raise an accurate and timely freight invoice for payment of the voyage or lightering undertaken.
- Generate, on completion of the voyage or lightering an accurate report of the financial performance of that voyage or lightering.
- Consolidate and report the financial performance of each vessel's employment on a monthly basis.
- Update on a timely basis the various aspects of operations under their purview into the Advantage system.