

UP COMING EVENTS

SAVE THE DATES

NOVEMBER 2007

Thursday, November 29, 2007

CMA Monthly Luncheon

Speaker: John Veson, Veson Nautical Corporation

Water's Edge at Giovanni's

2748 Post Road, Darien, CT 06820

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

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

DECEMBER 2007

Tuesday, December 11, 2007

CMA Annual Holiday Party

6:00 pm – 10:00 pm

The Royal Green at Sterling Farms

1349 Newfield Avenue, Stamford, CT

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

Free of charge to CMA Members and guests

(All we ask is that you bring an unwrapped toy for the
U.S. Marine Corps. sponsored "Toys for Tots" program –
they really appreciate the generosity each year
of all our party guests! – thank you!)

**For reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717**

PRESIDENT'S NOTES

At the end of September I went sailing in Maine for 3 days with two friends aboard a 26 foot boat. I had done a similar cruise with them a few years ago in a 22 foot sailboat. At 51 years of age, 4 feet makes a big difference.

We sailed out of Blue Hill, about half way up the coast of Maine, in beautiful weather. On the second day we passed Crotch Island, which was noticeably different from the hundreds of other islands in the region. Crotch Island is not completely covered with spruce trees. The rock of the island is exposed, and as we sailed by in the drizzling rain it looked as if the rock had been disturbed.

A short distance later we pulled into the fishing town of Stonington on the southern tip of Deer Island. Judging from the number of lobster boats in the harbor, I expected Stonington to be all about lobsters and that sort of thing.

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• CMA INFORMATION •

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LETTERS TO THE EDITOR & NEWSLETTER

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But at the town dock stood a statue of a stone cutter holding a mallet above his head as a monument to the history of granite production in the region. Who knew.

In the 1800s, Maine was a leading producer in the United States of cut granite and other stone products used primarily in the construction of public buildings, bridges and piers (as opposed to counter tops). All or part of the Washington Monument, the Triborough Bridge, the New York Custom House, the Church of St. John the Divine on West 111th Street, and similar well known structures were built with granite from Maine quarries. Although granite was in abundance throughout the Northeast and elsewhere in the country, Maine's advantage came from the deepwater access to the quarries by the coastwise sloops and schooners that served the market. If nothing else, Maine is a bold shore.

As demand grew, production expanded. As production expanded, the shipping industry was only too happy to build ships to serve the boom. The deep-rooted Hamilton family of Chebeague Island took the lead. They developed the "stone sloop", a wooden vessel designed to haul heavy loads of granite in good weather and bad. By the 1850s, there were 70 stone sloops from Chebeague Island alone.

Things were humming along. By the end of the 1800s, Maine was first among the states in granite production with over 150 quarries in operation. By 1880, there were some 50 towns along Maine's coast and rivers engaged in the

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building of coastwise vessels. They probably thought it would last forever.

The first shock came at the turn of the century with the development of structural steel and concrete as an alternative to granite as a building material. The second came with the improvement of rail service in other states which allowed for the quarrying of granite in places closer to the end user. The third was the emergence of steel steamships. The decline was quick.

It was a good market run, and presumably the owners invested their money wisely to see them through to the downturn. There must have been a rebound in one way or another. There always is. I'll do some digging and report back after next year's sailing trip. Hopefully by then there will not be a more modern day parallel to report.

Best regards,
Peter G. Drakos

FROM THE EDITOR

Last month's special seminar at the Yale Club in NY on the European Commissions' new rules for competition in the marine transport sector was very well received. The speakers were great and I expect we will hear more on this topic as time goes on. You can read all about the seminar and the issues elsewhere in this issue. However, the topic of competitiveness flows into the next item, which you will see, relates to how our industry is measured by governments both national and states. We know Wall Street loves us, now we need to show how important our industry is in economic terms to others.

An October TradeWinds opinion column focused on the competition between London and Singapore (and other centers) as "maritime clusters". Similarly the NY Times Sunday Magazine of the same week featured an article ("The Capital of Capital No More?") on how global capital markets, where NY had long reigned supreme, are more competitive, numerous and widely dispersed. An article in Lloyd's Shipping Economist, also about the same time, declared NY the Center of Shipping Capital.

Turning to competitiveness among national economies around the world, a report released on Halloween (the tim-

ing of the release and the Trick or Treat findings go together), puts the U.S. out front ("U.S. ranked Most Competitive" -Wall Street Journal Nov 1, 2007). The U.S. jumped to first from sixth place last year, according to the ranking by the World Economic Forum, a Swiss Institute best known for hosting a big annual meeting of business and political leaders in Davos each January.

The U.S.'s sharp climb was due to a change in methodology that gives more weight to market-related factors, relative to macroeconomic criteria. I suggest that those evaluating the shipping industry as a whole should also use market-related factors especially for the tramp sector.

Measuring the relative economic competitiveness of a nation, region or an industry is very difficult. Today's neural network of wires, web sites and trading platforms are virtually invisible, making the task still more complicated. Measuring our industry (shipping) is still more difficult because governments persist in viewing us as just a service and using hardware (ships, terminals, ports) and port related jobs as its only metric. Macroeconomists do not see us as also part of the information age nor employing many people ashore with job descriptions common to many of our clients and even some vendors.

In measuring industries, as the World Economic Forum did, economists usually use statistics based on common business designations such as the US Dept of Commerce Standard Industrial Codes (SIC) or the more current North American Industry Classification System (NAICS) Codes. However, the codes do not consider diffuse enterprises like ours where parts of our industry are functionally indistinguishable from associated industries and some of our customers. As a consequence our businesses do not easily lend themselves to econometric computer modeling either.

We are a capital intensive business and therefore we have strong ties to the financial services industry. The asset values of our ships can fluctuate wildly because they are linked to freight rates – today's and those expected in the future. The freight rates are volatile because they are related to demand for the products, commodities or materials the ships carry. That is, the ships themselves have become commodities.

As we in the industry know, there is not a single freight market that economists can use in analyzing our industry. In

MARKET COMMENTARY

fact it is thousands (if you count all sectors) of discrete time-place-ship specific micro markets spread all over the entire globe which change continuously. To manage the risks of a volatile freight market, paper hedges have been added to the physical risk management tools, like time charters, available to ship owners and cargo interests and now used by both investors and speculators. The paper hedges (“futures”) also create a complex circular link back to the demand for the cargoes carried, ship asset values and therefore to share prices. None of these functions operate independently.

Connecticut is in process of selecting a consultant to examine “The Economic Impact of the Maritime Industries on the State of Connecticut”. As I did at the CT Governor’s Competitiveness Council workshops of early 2006, I will try to convey the above ideas to the bidders. The 1999 study that led to the forming of a Connecticut Maritime Cluster did not consider many of the marine activities in our state to the west of New Haven and none that involve the trading aspect of marine transportation. Maybe this time we can get some respect.

Other topics:

Last August we noted that our member John Nee (TECO Transport) would participate in cycling’s Century Cycle – 100 miles through England’s New Forest – on September 28, 2007. John tells us he completed the 100 miles in 9.25 hours elapsed time including tea breaks, biscuits, water, etc. The weather was typical – 70 miles dry, 25 miles in a very civilized British rain and 5 miles in a downpour. The event raised about \$600,000 for the Mission to Seafarers and made him many new maritime friends. Jolly good John.

There will be an EPA hearing on the proposed Long Island Sound Dredged Material Management Plan at the Westin Hotel (the “Glen”) November 28, 2007 from 7 pm to 10 pm. It would be a very good thing for shipping to be represented. There will be other hearings on both sides of the Sound – check out the EPA Region 1 website for more information.

LRIT – Long Range Identification and Tracking, the Coast Guard’s outreach beyond AIS has been accepted by the IMO. More can be found on the IMO’s website <http://www.imo.org>.

By Donald B. Frost

In a market recently marked by uncertainty and some discounting from previous high rates I am reminded of the words of Aristotle Onassis.

Shipping is like sex. When it is good, it is superb. When it is less than good, it is still very nice.

Happy Thanksgiving.

NEW EU REGULATIONS GOVERNING SHIPPING POOLS

The Yale Club October 17, 2007

I think the comment from a representative from GENCO Shipping at the end of the afternoon summarized everyone’s feelings- “It will take quite some time to digest all this.”

Stephen C. Tupper, Partner at Watson, Farley & Williams London office, set the stage by reviewing European Community competition law and the exceptions to it that were granted shipping 40+ years ago. The “Block Exemption for Liner Conferences” permitted lines to openly communicate among themselves, cooperate operationally and set common rates or tariffs. The frequency and broader services offered to the shippers was considered a greater good to the shippers and Community that more than offset the effects of lessened competition among carriers.

Stephen’s expertise is in the area of EU competition law and he was able to make the murky issues amazingly clear. In fact all four speakers were not only experts in their fields, they had together scripted a seamless presentation that kept us in our seats for 3 hours.

“Inter-competitor” or “horizontal” arrangements among carriers are now banned in the liner sector as of October 2008, and using the same reasoning, the Commission has come to the conclusion that the only reason to form pools is to lessen competition among the owners of ships in a particular type, size or class of vessel.



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The Draft Guide Lines for tramp shipping pools published September 13, 2007 will likely be made final by the end of 2007, but it seems the Commission has made a gentlemen's agreement not to enforce them also until October 2008 --- apparently a point that was pursued aggressively by the Greek delegation.

To comply with the new regulations, shipping pools of tankers, bulkers, car-carriers, refrigerated carriers, etc., have five options. (1) Dissolve the pool, (2) Do Nothing, (3) Defend the pool as not being anti-competitive, (4) De-claw the pool of any anti-competitive aspects, or (5) Restructure the pool to meet the new requirements.

The only defenses are:

- Show a balance between the adverse anti-competitive effects of the pool to benefits to the shippers, the market and consumers.
- Show that the pool does not significantly affect the market
- Show reasons for an exemption because the vessels and/or the service provides a special service to shippers
- Show that the pool has a measurable effect on trade between EU members States

Is there a fix? Consolidation works although few pool members seem interested in that route just now. There are other less draconian solutions but they do require restructuring the pool. One such solution is Watson Farley's Scheme 810--- a closely held secret silver bullet.

Phillip Wareham, Partner, Holman Fenwick & Willan, London drilled down a bit by asking - Can pools survive as they are? Answer- NOT if the object of the pool is to restrict competition. However, YES, IF the pool completes a Self Assessment (see below) that can satisfy four exemption conditions (1) The pool improves the transport services or promotes technical or economic progress; (2) There is a consumer benefit; (3) There is no less restrictive way of achieving the benefits claimed; (4) There is no elimination of competition

In what seemed to be a recitation of "Catch 22s", Phillip presented escape routes that might be tried, and steadily showed how the Rules closed them to most pools. For example, Pools can try to show that there are no actual or potential competitors. This might be true of single purpose pools for Contracts of Affreightment where an individual owner might not be able to cover the entire CoA. They might try to show there is no appreciable actual or potential effect on EU trade, but keep in mind most of the EC people are economists and they look way beyond the ships. The "de

minimis" rule – i.e. pools that have very low market shares are unlikely to raise competition problems and do not contain any form of price fixing and/or joint marketing.

Marjorie Holmes, Partner in the London law firm, Reed Smith Richard Butler, also an expert in EC Competition Law, has extensive experience in advising liner companies on compliance issues. The first thing she warns is that doing nothing is very risky and cites as a basis for this advice a "dawn" (mid morning) raid of international freight forwarders offices in Switzerland, US and UK on October 10, 2007. Restructuring seems to be the easiest route by converting the pool into a free standing single company, LLP or fully functioning joint venture (FFJV). The last option is doing a Self Assessment (SA) for when the EC's auditors come calling a year from now.

If the SA route is chosen, the aspects that should be emphasized are taken from the same four tests Phillip Wareham listed above. A key issue is supply vs. demand in the pool's sector, the specific benefits claimed and maybe most importantly, what the pool's customers have to say about it.

As was made clear by LeRoy Lambert of Blank Rome, NY in his number four speaking spot, EC Competition Law does not start with the same thought process as the US Sherman Anti-Trust Act that we in the US have lived with since 1890. The EC finds that anything that actually restricts, or could possibly restrict free competition, is unlawful. The Sherman Act outlaws contracts, combinations and conspiracies that "unreasonably" restrains interstate or foreign trade. It is based on the rule of reason and focuses on structures like monopolies that might suppress competition. The Federal Maritime Commission regulates maritime commerce in the "liner" sector under the Shipping Act of 1984 as amended – in particular by the Ocean Reform Act (OSRA) of 1998. Generally, anti-trust laws do not apply to agreements subject to FMC regulation (with some exceptions) so while US legislators do not really like the exemptions of Conferences from anti-trust, there is no movement to change the law at present. We do not know how the US will treat "pools" but there is some history to this that suggests the issue is not closed here.

The afternoon ended with as many questions as answers and more seminars like this are likely to emerge. A cautionary note: about 20% of the EC's draft Guide Lines talk in detail about "tramp" shipping. The London lawyers did not think that the EC will seek to change the status quo. If so, why all the detailed verbiage about tramp shipping?

CMA SHIPPING 2008

March 17-19, 2008 – Westin Stamford Hotel

North America's pre-eminent Conference and Exposition will take place once again at The Westin Stamford, March 17, 18 & 19, 2008. Don't miss the chance to visit this great event right here in Stamford – what could be better or more convenient!

Once again we are 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!

Many of our familiar event sponsors such as DVB Bank, Liberian Registry, International Registries, The Bahamas Maritime Authority, ABS, Det Norske Veritas, Bureau Veritas, Blank Rome and Clyde & Co. have already confirmed their commitment as sponsors with more to be confirmed soon. We are also pleased to welcome some brand

new sponsors for 2008, such as Dubai Maritime City (DMC). Major international associations have confirmed their support as Supporting Organizations and we are already operating a waiting list for the March 19 Gala Dinner. CMA Shipping has reinforced its reputation as a "must attend event" and many do not leave the show without booking ahead for the next year. We are off to a great start and on track for another record-breaking event in 2008.

The conference program is under development and will be released in late December. It will be topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience.

We have also started the process to select our Commodore for 2008, which is always exciting, so watch out for that news!

Our event website for 2008 – <http://www.shipping2008.com> will be updated with information on all aspects of the event by mid-month. The website is a great place to check regularly for new updates on the show and all its moving parts.



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

SHIPPING 2008

SAVE THE DATE!!

March 17, 18 & 19, 2008

The Westin Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at
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visit us at www.shipping2008.com



In the meantime, if you are interested in participating at CMA Shipping 2008 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 2008
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

WHAT IS A CAD CELL?

By Don Frost

This is a question on the lips of the harbor master in every harbor that remains undredged after the Army Corps of Engineers grants a permit to dredge, after the locals and state approves an environmental impact statement, after Congress and the state coughs up some money, and the local fisherman and environmentalists have picketed the dredge site.

The cause for inaction is usually the nature of the material to be dredged. It is probably toxic to some degree, which makes it unsuitable for ocean dumping under the Marine Protection, Research and Sanctuary Act (MPRSA), specifically the Ambro Amendment of the late 1970s.

The only "acceptable" (usually only made so after decades of legal wrangling) way to dispose of toxic material is to dig a huge hole in the bottom of a waterway adjacent to the harbor to be dredged, carefully move the tainted material to the hole, and cap the material with clean material that will insure the buried material will stay buried. It is a "confined aquatic disposal" cell (CAD) and the harbor of Bridgeport, Connecticut needs one urgently. However, finding a site that meets very stringent environmental criteria is not easy. In the meanwhile Bridgeport's authorized chartered draft of 35 ft is now 29-30 feet (actually less in most places) and getting shallower.

There is an estimated 800,000 cubic yards of material that needs a new home and to relocate it requires dredging at

least one million cubic yards of non-toxic material to create the CAD cell and find an acceptable place to put the million cubic yards. It is not an insurmountable problem to move 1.8 million cubic yards of material if you happen to have \$50 million and a handy CAD site. Actually the most difficult problem seems to be finding a site that will not only meet EPA and Army Corps criteria but also still higher standards set by the states of New York and Connecticut and the Long Island Sound Study group of environmental activists.

In the meanwhile, as I reported last summer, the Bonita banana terminal in Bridgeport will close next April (08) and the bananas will be discharged in Philadelphia and trucked back to this area. The Sound is clean, but the air we breathe will have thousands of tons of additional global warming gases to remind us of how lucky we are for the recreational asset we call the Sound.

MEMBERSHIP NOTES

We are pleased to welcome the following new members:

Albert Attah, SUNY Maritime graduate student, Yonkers, NY

Neil Bailey, Barclays Capital, New York, NY

J. Joseph Bainton, Bainton McCarthy, LLC (attorneys), Stamford, CT

Philipp Boecker, Oldendorff Carriers North America, Stamford, CT

James Calhoun, T & T Bisso, LLC (tow boats), Pasadena, TX

Andrea Flynn, Instone International, Houston, TX

Neil McLaughlin, Roger Williams College (law student), Newport, RI

Raymond Myers, Voyager Maritime Payment Solution (fuels), Temecula, CA

Georgios Orfanos, SUNY Maritime graduate student, Queens, NY

Armand (Jay) Pare, Nourse & Bowles, LLP, New York, NY

Andreas Pavlakis, SUNY Maritime graduate student, Queens, NY

Simon Shah, Chardan Capital Markets, New York, NY

Welcome aboard. Hope to see you at the November 29th luncheon or the Christmas party.

Evan Galanis, Membership Chair

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.

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

SITUATIONS WANTED

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 4: Operations / Commercial Manager

Operations / Commercial Manager with 25 years of experience seeks position with a recognized maritime shipping company. Preference would be to be located in the tri-state area; but willing to consider a wider range. My strength lies in the areas of operational and commercial contracts and the management of those contracts. I possess strong leadership in a team environment. Highly motivated to work long hours as required. I also have 6 years of "EX-Pat experience in south east Asia. Am willing to relocate/travel if necessary. Ability to write and make presentations in an articulate manner. I have an outgoing personality and can multitask as required. Telephone: (201-251-4757) Cell: (973)-204 2668, E-Mail: Streaz@aol.com (S7-04)

HELP WANTED

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Position D: Technical Manager – Argentina

Ravenscroft seeks Technical Manager for Argentina office to manage Team of Tech. Supt'ds/Purch Assts for complete technical mgmt. of local trading fleet of tankers. Min. req'd: B.S in Maritime Eng., 2 years sea-going exp. + 2 years shore-based exp. in job offered or as Snr. Supt'd.. Bilingual Eng/Spain a plus. Good comp. pkg./medical/full reloc. pkg. offered. E-mail Resumes to Ravenship@gmail.com. (HW09-07)

Position E: Technical Superintendent – Rio De Janiero, Brazil

UP Offshore seeks Technical Superintendent to oversee its DP1 PSVs. in Brazil. Min. req'd. Chief Engineer's Cert. + 2 yrs exp as Chief Eng. on PSV. Exp in Brazilian ops., Spanish/Portuguese lang. preferred. Good comp./ medical/relocation pkg. offered. E-mail Resume to: Ravenship@gmail.com. (HW09-07)

Position F: Technical Coordinator

Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 36 vessels. We are seeking candidates for the rewarding position of Technical Coordinator. The ideal candidate will be a graduate of marine engineering with strong computer skills. The position involves assisting, coordinating & contributing to technical/operations tasks. General aspects of the position are, maintaining and monitoring records of surveys, repairs and maintenance for our fleet of vessels. Specific aspects of the position are, ordering services and maintaining our Job Order system, monitoring ship's performance, maintaining plans, drawings, and instruction manuals for the vessels, and performing special technical projects as assigned. Excellent pay and benefits w/ full potential of personal development & promotion. Please send resume to recruiting@roymar.com or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions. (HW09-07)

Position G: Port Engineer

Roymar Ship Management Inc. is a world-class ship management company. Roymar maintains a diverse and flexible fleet of multipurpose cargo ships and bulk carriers that meet or exceed the industry standards in every regard. Roymar is based conveniently in Westchester, NY, and is seeking an experienced marine engineer for a Port Engineer position. The position is responsible for vessel performance and supervision worldwide, including dry-docking & repairs. Candidates must be willing to travel extensively. Qualified candidates must possess hands-on experience & at least 5 years as a Port Engineer. Excellent salary, benefits and bonus. Please send resume to recruiting@roymar.com or fax to (914) 961-6425. Please include the heading PORT ENGINEER on all transmissions. (HW09-07)

**Position H: Broker Support / Administrator - New Jersey -
Maersk Broker, USA**

Maersk Broker America Inc are seeking a broker support/administrator to join their small but growing Hackensack, New Jersey office. USA citizenship is essential as is a finance/accounting background and a thorough working knowledge of Microsoft Excel, and Word including pivot tables.

The primary role will be book-keeping, maintenance of the general ledger, and the preparation of weekly, monthly and ad-hoc financial reports for management. The position also entails day-to-day assistance with all aspects of running a small brokerage company, including assistance with travel arrangements, general secretarial duties, and office administration. Applicants should apply to General Manager Ben Goss at america.mng@maerskbroker.com

Maersk Broker are one of the largest international shipbroking companies with activities within chartering, contracting of newbuildings, sale and purchase of second-hand tonnage, project broking, research, e-business as well as ship agency.

Maersk Broker are an independent company employing approximately 250 brokers and staff within the Maersk Broker offices in Copenhagen, Hamburg, London, Athens, New Jersey, Tokyo, Seoul, Beijing, Shanghai, Hong Kong, Taipei, Hanoi and Singapore.

(HW10-07)

Position I: Maintenance Administrator

Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 36 vessels. We are seeking candidates for the rewarding position of Maintenance Administrator. The ideal candidate will be an experienced licensed marine engineer with strong computer and organization skills. The position involves monitoring ship's maintenance programs with special emphasis on critical machinery ie, main engine, auxiliary engines, cranes etc: reviewing fuel oil and lube oil analysis reports and recommending action plan to the vessels; monitoring critical spare part inventory on each vessel ; monitoring emergency /voyage repairs, technical projects etc. Ideal candidate will have strong knowledge and experience with ABS NS5 or similar software systems. Seagoing experience as Chief Engineer is desirable. Excellent pay and benefits. Looking for highly motivated, self-starting candidates with preferably a minimum of 5 years experience marine engineering. Please send resume to recruiting@roymar.com or fax to (914) 961-6425 with the heading MAINTENANCE ADMINISTRATOR on all transmissions.

(HW09-07)

Position J: Port Captain/Operation Manager

Candidate should have hands on experience in break-bulk and project-cargo load/discharge operations. Knowledge of stow plans and lashing of over dimensional project cargo. Must have Chief Mate or Master's license and willing to travel. Familiar with the Caribbean, Central and South America considered an asset.

Position is based in beautiful Saint John, New Brunswick, Canada.

Salary commensurate with experience and includes full Medical and Dental benefits and employee RRSP plan.

Interested applicants should submit their resume

Fax: 506-634-4278, E-Mail: gasparis.nicholas@kentline.com

(HW011-07)

Position K: Experienced CFO

GLOBE WIRELESS, a fast-growing global maritime communications and IT solutions company seeks a talented, experienced CFO to direct and oversee all the financial activities of the corporation, including preparation of current financial reports as well as summaries and forecasts for future business growth and general economic outlook. The qualified candidate must be an experienced leader and financial executive with manufacturing experience, who is energetic, forward-thinking and projects a professional image. Must possess sound technical skills, analytical ability, good judgment and strong operational focus. A well organized and self-directed individual who is intelligent and articulate who possesses a "big picture" perspective and is well versed in systems.

Masters degree (MA), CPA and 5-10 years experience in a manufacturing environment; SEC reporting experience; IPO & acquisition experience preferred.

Interest candidates who meet these requirements may confidentially fax their resume to 321.309.1381 or via e-mail to hr@globewireless.com

(HW11-07)

Position L: Ocean Marine Recovery Analyst

Maritime Subrogation Services, an ancillary business of Cozen O'Connor, seeks an Ocean Marine Recovery Analysts for our New York City office. Recovery analysts will review, analyze and pursue recovery of primarily ocean marine claims. Duties will include intaking and recording relevant claims documentation, analyzing documentation to establish statute of limitations based on contractual or statutory time bars and ensure that subrogation rights are preserved within the specified statute dates. This will also involve direct contact with ocean carriers, insurance adjusters and attorneys alike. The right person will possess excellent oral and written communication skills along with the ability to negotiate settlements. Must be computer literate and have 1-3 years marine experience but willing to train the right candidate. Please email your resume to Christine Benson at cbenson@cozen.com or fax to 866-202-1729.

(HW11-07)

Position O: Purchasing Agent

Growing international ship management company based in Westchester, NY, is seeking an experienced maritime industry professional for Purchasing Agent position whose duties will be office based. Experience in marine purchasing preferred. Looking for highly motivated, self-starting candidates who are very organized and computer literate. Send salary requirements with resume to recruiting@roymar.com or fax (914) 961-6425.

(HW09-07)

Position P: Assistant Crewing Manager

Roymar Ship Management Inc. is seeking an experienced professional to assist in supervision of crewing activities. Requires strong organizational/interpersonal skills and computer literacy. Position involves assisting, coordinating & contributing to crewing/ship security tasks w/full potential of personal development & promotion. Qualified candidate must possess at least 3 years experience in crewing and vessel operations. Please send resume to recruiting@roymar.com or fax to (914) 961-6425. Please include the heading CREWING MANAGER on all transmissions.

(HW09-07)

**Position Q: Senior Marine Transport Advisor,
McQuilling Services, LLC**

Company Description: McQuilling Services, LLC is a business consulting enterprise formed in 1997 to provide services to clients in the international marine transportation marketplace. The primary focus of McQuilling Services, LLC is to provide our clients commercial consulting services related to global seaborne transportation. We do this directly or in collaboration with selected partners in the industry. We also provide support in related areas where our particular expertise brings value.

McQuilling Services is a wholly-owned subsidiary of McQuilling Brokerage partners, Inc., a major international tanker brokerage servicing clients from offices located in Garden City New York, Houston, Singapore and Caracas, Venezuela.

Job Description: A position in McQuilling Services for a Senior Marine Transport Advisor located in the Garden City, New York office. This position will be filled by an individual with 5-10 years relevant experience in business development, marketing and analysis. The successful candidate will have marine industry exposure; well-developed writing abilities; and a command of information systems applications, specifically Microsoft Office Suite. The individual will be primarily responsible for:

- Business development activities including office (market intelligence, cold-calls, follow-up, company marketing, etc) and fieldwork (presentations, client calls, relationship development and maintenance);
- Proposal generation including work scope definition, price and schedule estimation;
- Project management including conducting research and analysis activities, managing subcontractors, preparation of reports, invoicing and payment follow-up.

In addition to these consulting and advisory activities, the position will be responsible for the production of periodic market analysis reports, ad-hoc project participation and other activities at the direction of the Commercial Director of McQuilling Services in support of company objectives and in support of McQuilling Brokerage Partners requests and requirements.

Minimum qualifications for this position are an undergraduate degree in a business or engineering field; well-developed oral and written communi-

cation skills; analytical capabilities; proficiency in Microsoft Excel, Word and Powerpoint; and the ability to professionally represent and market McQuilling Services to industry, clients and prospective clients.

Substantial travel and field work is required for this position to effectively carry out marketing responsibilities. The successful candidate will be self-starting with the ability to independently originate work. An organized, documented approach to job responsibilities is prerequisite for the position.

Salary will be determined based on experience and skills and competitive with industry levels.

Reporting: The position reports to the Commercial Director, McQuilling Services, LLC for functional guidance, work direction, prioritizing work and all administrative and personnel issues. The position takes guidance from McQuilling Brokerage Partners management on work related issues.

Requirements: The candidate will be:

- Proficient in typing, data entry and advanced word processing using Microsoft WORD (merge, tables, formatting, desktop publishing);
- Proficient in advanced spreadsheet design and utilization for Microsoft Excel workbooks (formatting, tables, formulas, graphics, macros);
- Proficient in creating presentation decks using Microsoft PowerPoint;
- Proficient in navigating Microsoft Windows operating system to a high degree of skill and efficiency;
- Proficient in access and navigation of the internet, conversant in internet terms and technology;
- Able to originate and compose correspondence, reports and other documentation;
- Able to originate and develop market and transportation logistics analyses;
- Able to speak effectively in public forums one-to-one or to small groups of clients or one-to-many for industry presentations;
- Able to rapidly assimilate shipping industry terminology and company proprietary software systems;
- Able to handle multiple tasks simultaneously in an open-office, real-time environment;
- Able to positively interact with co-workers in the Garden City office as well as other McQuilling offices, clients, vendors & suppliers;
- Enthusiastic with a positive attitude; a willingness to learn and grow in the job and company; with an aggressive approach to assuming increasing levels of responsibility with time and experience in the job.

Salary Range: \$65,000 – 85,000, depending on experience and qualifications, with annual bonus based on firm and individual performance.

Benefits: Full POS medical benefits with Empire Blue Health Plan including dental plan and term life insurance

401K Investment plan

Holiday and Vacation plan

Please send email replies to: services@mcquilling.com - Attn: Dave Saginaw

(HW09-07)

Position R: Crude/DPP & CPP Operations

Position available in an international brokerage firm.
Shipping background required; all levels of experience will be considered.
Come join the team in our fast paced, growing company!
Job Location: Odin Marine, Inc. 66 Gate House Road, Stamford, CT 06902
Email Resume to Human Resource Department at hr@odinmar.com
(HW10-07)

Position S: Administrator/Post-fixture opportunity

Merlin Petroleum is looking for an energetic and enthusiastic new team member to join our busy and expanding office.
Merlin acts as brokers and traders of marine fuels and is a major supplier to the US Government.
We are looking for a recent maritime graduate that wants to get into the industry and is keen to learn all aspects of the bunker business.
Initial responsibilities will revolve around post-fixture and administration of our existing contracts, and there are plenty of opportunities for growth for the right person!
Please email resumes to terri@merlinpetroleum.com or fax to 203 227 3910.
(HW10-07)

Position T: Bunker Broker trainee – entry position

Merlin Petroleum, a well established and growing bunker broking and trading company is looking for a recent maritime grad to join our expanding team.
The successful candidate will be enthusiastic, motivated, willing to learn all aspects of the bunker industry and understand that shipping business is not 9-5!
Please email resumes to terri@merlinpetroleum.com or fax to 203 227 3910.
(HW10-07)

Position U: Marine Operations

Marine consultant and ship management company seeks to fill position on operations desk.
Must have some marine background, but willing to train the right individual.
Daily tasks include but not limited to:

- Supervise and coordinate with surveyors in the field
- Daily communications with vessels and agents and clients
- Coordinate with vessel and surveyor for on/hire off/hire surveys
- Daily position reports

Email: info@petromar.com (HW10-07)

Position V: Oil/Tanker Market Analyst

Leading maritime consulting firm based in Boston, MA seeks an experienced shipping market analyst with a strong background in either energy, oil, or tanker market analysis.

Duties include:

- Monitoring Global Oil Trade Data and Tanker Fleet Developments
- Forecasting Oil Market and Tanker Market Developments
- Writing Monthly and Quarterly Market Reports
- Making Presentations To Clients
- Statistical Modeling & Analysis

The ideal candidate will be detail-oriented, have excellent writing and communication skills, and be able to meet deadlines. A degree in Economics is a plus, and proficiency with statistics and econometric modeling, as well as with Microsoft Office, is also important.

If interested, please send a resume to Kevin Hazel (khazel@marsoft.com)
(HW10-07)

Position W: Technical Coordinator

Roymar Ship Management Inc. is an international dry bulk ship management company managing a growing fleet of 34 vessels located in lower Westchester, NY. We are seeking candidates for the rewarding position of Technical Coordinator. Ideal candidates will be graduates of marine transportation or marine engineering, with strong computer skills. The position is responsible for assisting and coordinating technical and operational tasks. This entails maintaining and monitoring records of surveys, repairs and maintenance of our fleet of vessels. Specific aspects of the position include, ordering services/repairs and maintaining our job order system, monitoring ship's performance, maintaining plans, drawings, and instruction manuals for the vessels, and performing special technical projects as assigned. Roymar offers a great work environment, excellent pay and benefits with full potential of personal growth and development. Please send resume to recruiting@roymar.com or fax to (914) 961-6425 with the heading TECHNICAL COORDINATOR on all transmissions.

(HW11-07)

Position X: Regulatory Compliance and Emergency Response

Company Name: ECM Maritime Services, LLC
Position Title: Regulatory Compliance and Emergency Response
Job Location: Wilton, CT
Job Description: ECM Maritime Services, LLC is the industry leader in Crisis Management and Regulatory Compliance. We were the first company to provide dedicated services to the shipping community in the fields of contingency planning, emergency response, and compliance with the requirements of the Oil Pollution Act of 1990. Over the years, we have developed the expertise required to become one of the world's leading emergency response management companies. Today, ECM offers professional services in contingency plan writing, spill response, training, and technical and operational support to the US and international shipping communities, cargo interests, and terminal operators. Our philosophy and goals remain the same. We continually strive for excellence in service to our clients.
ECM is looking for the right individual to provide regulatory compliance for

the international maritime industry in a growing company. Additional responsibilities will include emergency response to vessel casualties (oil spills, groundings, etc.) and the potential to conduct vessel boardings and training. The position requires an individual who is a career-minded self-starter who can work independently and at the same time interact within a team environment. 24/7 availability along with domestic and international travel are sometimes required.

We offer competitive salary, the potential for a bonus based upon time commitment, work and company performance, vacation / personal / sick time, as well as medical and 401K benefits.

Job Qualifications: Maritime and/or environmental background preferred. Some shipping experience would be beneficial but not required. Must have the desire to learn and grow along with our expanding company. Candidates must have strong organization, verbal and written communications skills and be able to work on deadlines. In addition, the candidate must be fluent in Microsoft software (Word, Excel, PowerPoint) and database functions.

Salary Range: Commensurate with education and experience

Contact Information: Please apply via email to:

scottm@ecmmaritime.com

NOTE: We review all resumes and will contact you directly if your background and qualifications complement our criteria. Only qualified candidates will be contacted. (HW11-07)

Position Y: Marine Fuel Broker / Trader

KPI Bridge Oil, one of the world's leading marine fuel brokerage and trading firms, seeks an aggressive and motivated individual to work as a marine fuel broker in their New Jersey office.

Qualified candidates should be:

- Outgoing
- Result-oriented
- Eager to travel and meet people
- Knowledge of a foreign language a plus (but not required)

In return KPI Bridge Oil offers:

- An exciting, energetic job in an ever expanding global organization
- Modern IT Facilities
- Worldwide travel experience
- A pleasant work environment
- Salary and benefits commensurate with experience and results

More information about KPI Bridge Oil may be found at

<http://www.kpi-bridgeoil.com>.

Please forward résumés to hr@kpi-bridgeoil.com or call

Rob Atkinson at +1 732 219 7900.

(HW11-07)