

UP COMING EVENTS

SAVE THE DATES

NOVEMBER 2012

Tuesday, November 13, 2012

(note special date for this one)

CMA Monthly Speaker Luncheon in NYC

Speaker: Robert Bugbee, President, Scorpio T...

The Harvard Club of New York

35 West 44th Street, New York, NY 10036

(Between 4th and 5th Avenues)

Cocktail Reception 5:00 pm – Gordon Reading Room

Luncheon for Lunch 12:45 pm – Cambridge Rooms

\$60 Members / \$65 Non-Members

Limited to 120 people. Pre-payment appreciated for this one.

DECEMBER 2012

Tuesday, December 4, 2012

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 OR
make a cash or check donation to the CMA Education

Foundation (any donation welcome) –

checks can be used as a tax-deductible receipt)

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

PRESIDENT'S NOTES

Last week Mother Nature flexed her muscles and showed all of us just how unstoppable a force she can be. Our thoughts go out to all those who have suffered loss in any way, but particularly those who have lost loved ones. Our thanks must also go out to the emergency services and the volunteers who, under some harrowing conditions, worked so tirelessly to aid those in need.

Following Friday's (Nov. 3) decision by the U.S. Department of Homeland Security to issue a temporary blanket waiver of the Jones Act to allow foreign-flagged oil tankers from the U.S. Gulf to help supply the Northeast with fuel, it was

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www.cmaconnect.com**

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interesting to note the reaction of crude prices, which dropped several USD per barrel. I feel sure that this will (or at least should) prompt some retrospective introspection and discussion by those who doubt the impact of speculation on fuel prices.

With lines for gas (petrol to others) in the tri state area of Northeastern USA bringing back memories of the '70's oil crisis, there can be no doubt just what an important link the Maritime industry provides to our economy. Nonetheless, politicians continue to ignore it at our peril. It was only with the coordinated effort of the teams on the ground, and in NY harbor that some tankers were able to gain access to berths and discharge their cargoes, thus bringing some relief to the consumer pressure that had been building at the gas pumps.

In early October the CMA lost a stalwart supporter, Carsten Luckman, and I had the privilege of attending the Celebration of his Life. Starting in the Maritime College in Oslo in the early 1950's, to his retirement from Stolt Nielsen in 1997, Carsten had a long career in the maritime industry.

Carsten was widely respected for his business acumen and fairness, but I remember him best for his constant attendance at the CMA lunches, where he took great enjoyment in mingling with both the young and the older, or should I say 'more experienced', CMA members; and it was with a certain feeling of humility that I heard from his close family how attending the CMA lunch was a "must attend" for him, Carsten - Rest in Peace.

My best wishes to you all for a Happy Thanksgiving.

Ian

FROM THE EDITOR

Our October Luncheon speaker, Captain Charles (Chuck) Beck USCG (ret), Transportation Maritime Manager at the Connecticut Department of Transportation gave our 60 guests a brief summary of the results of the recently released study "Connecticut's Deep Water Port Strategy". (You can find it on-line at the Connecticut Dept of Transportation website).

The Study really is meant to be a marketing analysis of the potential uses of Connecticut's three deepwater ports (Bridgeport, New Haven and New London). Captain Beck's summary was delivered with a light touch which the audi-

ence found very refreshing. That many questions followed was a testament to the interest in his comments. Thank you Chuck for making the trip. By the way, this was the first representative of the State of Connecticut to speak at a CMA luncheon since Governor Lowell Weicker in 1993.

Change of topic ... but on a related subject --- Economics and the role of government.

On October 23 I attended an event in New York sponsored by the Institute for New Economic Thinking titled "A Conversation on the State of the Economy with Nobel Laureates Joseph Stiglitz and Paul Krugman". As you know Joe Stiglitz won the 2001 Nobel Prize in Economics and teaches at Columbia University. Paul Krugman won the 2008 Nobel Prize in Economics, teaches at Princeton University and is a regular OP-ED columnist for The New York Times. Both have new books out – Stiglitz: "The Price of Inequality: How Today's Divided Society Endangers Our Future"; Krugman: "End this Depression Now!".

It was a mentally stimulating evening, but I was surprised how often the conversation touched on issues that also drive OUR industry. Why is it that shipping is seen as detached from the nation's economy?

It seems to me that since, at least the end of WWII, shipping in the U.S. has been thought of by the media and the population, to be an appendage of the U.S. Navy and DOD, and not a global business that is integral to manufacturing and international trade. Within the last decade Wall Street started to see us quite differently, but not Washington.

I hope to see you at the November luncheon at the Harvard Club. If not, my best wishes to you and your families for a Happy Thanksgiving. In spite of Super Storm SANDY's death and destruction, we have so much to be thankful for.

–Don Frost



MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mickey Belgrad, Fuel Broker/Trader, World Fuel Services, Greenwich, CT

Andrew Black, Operations Manager, Moran Shipping Agencies, Woodbridge, NJ

Courtney Lyn Collins, Vessel Ops, NS United Shipping (U.S.A.) Inc, Secaucus, NJ

Adam Isherwood, Adjuster, Lamorte Burns & Co., Wilton, CT

Kai Madsen, Marine Satellite Sales, Mackay Communications, Raleigh, NC

Michael Mehrotra, Stamford, CT

Timothy Nast, Association Attorney, Tisdale Law Offices LLC, Southport, Connecticut

Lambros Papaeconomou, Equity Analyst, NYFex Asset Management LLC, Darien, CT

Ann Wu, Wenz & Associates Inc, New York, NY

Hope to meet you at the November luncheon in New York.

Brian Robinson

Membership Chair

CALLING ALL CMA MEMBERS

We are pleased to announce that the CMA on-line membership directory is now available!

As advised in a recent email to all our members, please visit the following web-link:

<https://members.cmaconnect.com/members/> or access through the Member Login tab at www.cmaconnect.com to get started, create a login id and password and begin to use the directory for your networking and membership renewal needs.

The on-line directory will help you search and connect with other members within the CMA and we look forward to your feedback as you start your exploration of this new benefit of CMA Membership.

Our immense thanks to Johnny Kulukundis (immediate past Membership Chair), Brian Robinson (current Membership Chair) and Kim Edwards (Membership Administrator) for all their hard work in completing this important project.

We look forward to hearing any comments, suggestions or questions you might have as you become familiar with our new and improved Membership Directory!

Contact Kim Edwards at cmamembership@gmail.com if you need any assistance in getting started.

CHRIS TOWNE TROPHY PRESENTATION

By Len Faucher, Social Chair

The CMA was proud to present the 2012 softball trophies. Odin-Fairfield won both the best regular season record trophy and the runner up in the playoffs trophy. Derek Paruolo of Fairfield Chemical and Lou Ioanilli of Odin Marine were on hand to receive the trophies.

The CMA softball championship trophy was renamed this season the Chris Towne Trophy in recognition of retiring softball commissioner Chris Towne. Chris has been instrumental in building a solid relationship with Trinity Catholic High School that has allowed us to use the joint venture field, and has lead the renaissance of the league over the last five years. Thank you, Chris, for all your hard work and dedication.



On hand to present the Chris Towne Trophy was Chris and assistant softball commissioner (and next year's commissioner), Ryan Jurewicz. The Chris Towne Trophy was presented to this year's CMA Softball Champions, Gemini-Diamond. On hand to accept the trophy for the new champs were Ryan Dalton of Gemini Tankers and Don McBride of Diamond S Shipping.

Congratulations to all trophy recipients, and best of luck to outgoing commissioner, Chris Towne. Thank you to all coaches. Watch for information early in 2013 for our next season.



CMA BOWLING LEAGUE NEW SEASON

By: Eric LaRosee, Bowling Commissioner

Last year's inaugural season saw a great turnout, with 10 teams playing throughout the season finishing with Uniservice taking home the newly minted Parsons Cup. The 2013 season is expected to start in mid-January. We are hoping to increase the number of teams. Contact me for further information if you are interested in starting a team at ericlarosee@yahoo.com.

CALL FOR PAPERS

The Connecticut Maritime Association (CMA) and the CMA Education Foundation is seeking entries from students attending American maritime colleges, and universities with programs and/or courses that deal with shipping, international trade and marine transportation.

The Connecticut Maritime Association, Inc. is a not for profit organization established in 1984 and has an educational mission. It is an association of individuals representing every aspect of shipping and international trade, both ship and cargo interests.

CMA's annual Trade Show and Conference, Shipping 2013 March 18-19-20, 2013, will feature a session "Student Research Presentations" on Tuesday March 19, 2013.

All papers are to be original manuscripts and the topics should have practical application to industry problems, issues, or policies. Papers will be reviewed by teams from academia and the industry. Three papers will be selected

and awarded a certificate with one award of \$500 and two awards of \$250. The primary focus should be on tankers and bulk carriers and their trades or related topics. Possible topics students may wish to explore might include:

- Financial pressures and survival among owners of ships – tankers, bulk carriers, containerships
- Imbalance between the supply of, and the demand for, ships and its implications
- Global warming and its effect on the output of agricultural goods and demand for bulk carriers
- Global maritime policies such as those covering safety, environmental emissions, invasive species and ballast water issues, market competition, etc.
- Regulation, enforcement and governance in the maritime field
- Energy – oil, gas, coal, wind, solar – what are their effects on the shipping industry?
- Vessel operating issues – for example crew recruiting, retention and education
- Ship waste disposal; environmental ship scraping; population growth and impact on demand for resources
- Piracy – risks, results and solutions

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Submit your paper and presentation by January 28, 2013. Submissions are to be e-mailed only. Feel free to contact Shumel Yahalom if you have any questions.

Submit to: Shumel Yahalom, Ph.D.
Distinguished Professor
State University of New York, Maritime College
6 Pennyfield Ave.
Throggs Neck, NY 10465
Phone – 718 409 7290
e-mail: syahalom@sunymaritime.edu

ANOTHER CMA INTERN WRITES OF HIS EXPERIENCE

By Michael McSloy

I am entering my Senior year at SUNY Maritime College majoring in International Trade and Transportation. This is the non-license track and as part of the degree requirement I have to participate in a summer study abroad session, or obtain an Internship. I chose to obtain the Internship in order to gain work experience in a field in which I may one day want to do for a living.

I applied to several companies and was fortunate to receive an Interview late in May 2012 with Simpson Spence and Young (SSY) in Hauppauge, New York. The Interview went well, and I was hired as an unpaid Intern early the following week.

I learned that SSY is the world's largest privately owned Ship Broking Company. SSY offers services in offices throughout the world. The SSY office in Hauppauge, New York is relatively small and specializes in tanker brokerage. There are seven brokers and three in operations.

If I were to summarize in a few sentences how the business operates, I would say a company such as Shell (the charterers) will call our brokers and advise that they have a cargo that needs to be transported from a particular port and within a specified period of time. Our brokers will then play intermediary between Shell and a ship-owner until a deal is reached. Alternatively a ship-owner might request SSY to find a cargo for his/her ship that is open for employment in a specific loading area at a specific date. In this case the SSY broker will then contact cargo owners that he or she knows does business in the area where the ship will be open and describe the ship that is available for use. In



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

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Shipping and Trade Conference and Exposition

SAVE THE DATE!!

March 18, 19 & 20, 2013

The Hilton Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at
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Email. conferences@cmaconnect.com OR
visit us at www.shipping2013.com

either scenario, SSY receives a brokerage commission from the ship owner for consummating the charter, which is known as a "fixture". Although it seems simple, it is competitive and can be complicated.

One of the most important jobs of a broker is to establish and maintain good relationships with both cargo owners (charterers) and ship owners. At SSY, brokers and operations people are on the phones constantly, whether it be discussing the market, negotiating deals or simply just holding a conversation to maintain good relations.

As an Intern at SSY I was given day-to-day assignments of various kinds but the most important task was keeping Ship Position Lists up-to-date. Ship Owners would send us lists daily as to what port(s) their ship was headed, the date the ship was expected to be at the port, and the last three cargoes the ship carried. Whether it would be BP, Koch Shipping, or Morgan Stanley these owners relied on us to let the charterers, and other brokers in our company, know where their ships would be.

Another day to day task was attempting to build contact connections with entry level position holders of either char-

tering companies or ship owners. This proved important because sometimes SSY may not have relationships established with certain people and I attempted to break the ice to begin a relationship. I also helped the Operations department at SSY.

Sometimes I would do less stressful work, such as filling in recaps or answering phone calls. Other times I got to be involved in the email exchange between owners, charters and our operations department. Mainly I would read over the emails and determine if I saw anything astray. I was at SSY 5 days a week for roughly 6 hours a day. I completed 9 full weeks of work, and could not be happier with my experience.

Do I ultimately want to go into Operations or Ship Broking? Two months ago I would not have been able to give you an answer. Now I am more than positive that this is something I want to make a career out of. The people at SSY could not have been nicer, nor more patient with teaching me the ins and outs of the business. This summer's Internship is one that I will truly never forget, and always appreciate.


www.maritimeweekamericas.com



MARITIME WEEK AMERICAS

Doral Golf Resort & Spa, Miami

29 April - 3 May 2013

Maritime Week Americas 2013 will be held in Miami, the central hub of the Americas and right at the heart of some of the most exciting changes impacting the global shipping, ship management, environmental, port and bunkering industries today.

The week-long series of key maritime events will include **four hard-hitting must-attend conferences**:

- One delegate pass giving entry to all four conferences
- Combined networking breaks and exhibitor hall
- All inclusive programme of parties and dinners
- Over 400 attendees in 2012

- **MWA Ship Efficiency** - an interactive forum, presented by Fathom for shipowners, operators and charterers, offering real business value through critical analysis of eco-efficient operations
- **MWA Bunkers** - the largest annual bunker conference in the Americas
- **MWA Ports – Intermodal** - a major conference on port logistics, investment and developments
- **MWA Ship Management** - a cutting edge event, presented by Shipping Innovation, highlighting the challenges and opportunities of ship management companies throughout the Americas

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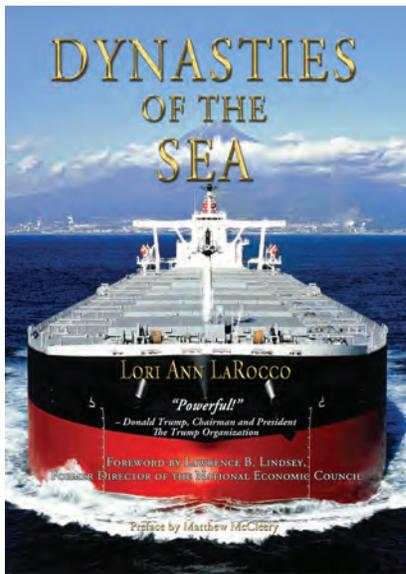








Connecticut Maritime Association (CMA) Commodores & Members
featured prominently in Marine Money's new Book



Dynasties of the Sea
The Shipowners and Financiers Who
Expanded the Era of Free Trade

CNBC's Lori Ann LaRocco
Offers Readers a Rarefied View of
Shipowners & the Industry's Financiers

Preface by Matthew McCleery

Foreword by Lawrence B. Lindsey

Afterward by Martin Stopford

Shipping week of November 12, 2012

CMA members at Marine Money have created with Best Selling author and CNBC Squawk Box Producer Lori Ann LaRocco: ***Dynasties of the Sea***, a book which chronicles the extraordinary passion, ambition and professional skills of the women and men who have helped shape the world of shipping and international trade the past quarter century and more.

We hope you will be excited by the project and choose to order a book, or many as holiday gifts.

LaRocco profiles 21 leaders of the shipping industry, who in their own words tell the tales of success, adventure, struggle and achievement necessary to literally feed and power the world. Not surprisingly, CMA members and past commodores are included in force:

Commodores

Jacob Stolt-Nielsen 1991

Director, Stolt-Nielsen M.S. Ltd.

Morten Arntzen 2007

President & CEO, Overseas Shipholding Group

John Fredriksen 2008

Chairman, CEO & President, Frontline Ltd.

Philippe Louis-Dreyfus 2010

President, Louis Dreyfus Armateurs Group

Angeliki Frangou 2011

Chairman & CEO, Navios Maritime Holdings Inc.

CMA Members

Peter Evensen

President & CEO, Teekay Corporation

Roberto Giorgi

President, V.Ships

Dagfinn Lunde

Head of Shipping & Member of the Board,
DVB Bank SE

Nicholas A. Pappadakis

CEO, A. G. Pappadakis & Co. &
Chairman, INTERCARGO

CMA SUPPORTERS RESPOND TO "SANDY"

SUNY Maritime College at Fort Schuyler

The State University of New York (SUNY) Maritime College at Fort Schuyler in the Bronx is a staging area for hundreds of relief and recovery workers that may grow to as many as 600 in the wake of Hurricane Sandy. Despite its own damage and difficulties, the campus has become a beacon for hundreds of recovery workers and disaster response personnel, opening its facilities on both land and sea to provide them with food, shelter, and safety.

As the storm passed, SUNY Maritime began providing bed linens, food, and shelter to relief and recovery workers from as far away as California, Texas, Missouri, and Maryland. The workers include doctors and nurses, urban search and rescue personnel, and even K9 teams.

The majority of the workers are staying aboard the Training Ship Empire State VI, which is part of the national defense reserve fleet owned by the U.S. Department of Transportation/Maritime Administration (MARAD) and operated by SUNY Maritime.

"Thanks to the foresight and early preparation of the SUNY Maritime community, in assistance with SUNY, state, and national officials, we were ready and able to assist in recovery efforts and help the local community and our neighbors cope with damage left in Sandy's wake," said Admiral Wendi B. Carpenter, president of the college. While the College's classes and events were cancelled for a week after the storm, there were students and professional mariners on campus helping as needed.

Several other companies that have CMA ties are also engaged in the recovery effort.



Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES. Please contact Margaret Faucher (mfaucher@cma-edu.org)

T&T Salvage, LLC.

T&T Salvage, LLC., a regular exhibitor at CMA's annual Conference and Trade Show and CMA supporter, deployed 20 people with 16 truckloads of marine salvage and response equipment from throughout the United States to the Northeast to aid in the recovery from Hurricane Sandy. The first T&T crews arrived from Michigan on Wednesday October 31, before many federal responders. T&T people and equipment have since arrived from around the country. Much of the area remains without power and many basements and tunnels in Manhattan remain flooded. The company is working for various entities such as the Federal Emergency Management Agency (FEMA) and electric utility Consolidated Edison providing pumping and power generation.

Twenty-five in-house designed and manufactured high-capacity, high-head submersible pump systems have been utilized in pumping out flooded office buildings, including 90' deep elevator shafts at the Verizon Building in Lower Manhattan. The pump systems, which are 1,400 and 2,000 gallons per minute, are some of the most powerful available and received excellent reviews from FEMA.

Six industrial generators and 17,000 feet of power cord have been deployed to provide power to responders. Capacities of the generators are 2,000 kilowatts (3), 1,500 kilowatt (2), and 1,000 kilowatts (1).



Pumping Gear In Front Of Verizon Building, 104 Broad Street, New York, NY 10007

T&T Salvage President, Mauricio Garrido, shared these words, "The business of marine salvage has taught us to respect the urgency of natural disasters and the power of nature. We are proud, as our people, through their commitment and dedication, are able to help those in need."

T&T Salvage expects to send additional personnel to the area once they receive tasking.



T&T Marine Positioned In Front Of Verizon Building, 140 West Street, New York, NY 10007



T&T Marine Hydraulic Power Unit With Discharge And Hydraulic Hoses With Equipment On Stake Truck

"Is It A Tax?" – PART II

By Donald Frost

My article last month, "Is It a Tax?" (i.e. - the Build American part of the Jones Act) did not generate any "push-back", and far fewer comments than I expected. Either you all bought my hypothesis, and wrote to your elected representatives, or you have tired of the Jones Act and dismissed the issue as a waste of time. I expect the later.

Please consider a simpler thought --- if the Constitution forbids Congress from establishing taxes on exports from the states, as was held by the Supreme Court in 1997, then why is there a Harbor Maintenance Tax on cargoes moved by water from one state to another? (To be clear, while cargoes (usually containers) trans-shipped from ocean-going vessels are required to pay the tax twice, domestic coastal shipments are not exempt from the tax). Is that not clearly a tax on states' exports? The U.S. Constitution Article 1 (The Legislative Branch), Section 9 (Limits on Congress) commands that "no tax or duty shall be laid on articles exported from any State".) The word export does not limit movement to just foreign countries nor does the Constitution mention "foreign" exports.

Besides, for the most part cargoes moved by water from state to state do not move in vessels that require dredging to reach their loading or discharging places. So this is nothing more than a source of government revenue, and not a funding source for harbor maintenance.

Among the responses to my article was one from the National Association of Manufacturers who reminded me that manufacturing in the United States is very much alive and growing again. I mentioned loss of manufacturing jobs, but my point was not that we did not have a robust manufacturing industry, but that it could be far bigger if we did not price ourselves into uncompetitiveness domestically by de facto taxing of our coastal shipping. Ask yourself what became of the U.S. flag fleet that used to carry steel from the US East Coast to the West Coast and return with lumber for home building, or rice to Puerto Rico or even soda ash for the glass industry.

See also:

- (1) Advisory Committee on Supply Chain Competitiveness, U.S. Dept. Of Commerce and minutes of the open meeting held at the Dept. of Commerce, October 19, 2012.
- (2) US Ocean & Coastal Shipping Market Report by IBISWorld, November 5, 2012.

Did You Know...

- * The United States is the world's largest manufacturing economy, producing 21 percent of global manufactured products. China is second at 15 percent and Japan is third at 12 percent.
- * U.S. manufacturing produces \$1.7 trillion of value each year, or 11.7 percent of U.S. GDP. For every \$1.00 spent in manufacturing, another \$1.35 is added to the economy.
- * Manufacturing supports an estimated 17 million jobs in the U.S.-about one in six private sector jobs.
- * Nearly 12 million Americans (or 9 percent of the workforce) are employed directly in manufacturing.
- * In 2010, the average U.S. manufacturing worker earned \$77,186 annually, including pay and benefits. The average worker in all industries earned \$56,436 annually.
- * U.S. manufacturers are the most productive workers in the world-far surpassing the worker productivity of any other major manufacturing economy, leading to higher wages and living standards.
- * U.S. manufacturers perform two-thirds of all private sector R&D in the nation, driving more innovation than any other sector.
- * Taken alone, U.S. Manufacturing would be the 9th largest economy in the world.

For more details, read "The Facts About Modern Manufacturing" ...

<http://www.nam.org/Statistics-And-Data/Facts-About-Manufacturing/~media/0F91A0FBEA1847D087E719EAB4D4AD8.ashx>

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: Experienced HR Manager

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

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

Name: Sergiy Bilyy

Email: sergybilyy@yahoo.com

(S12-05)

Candidate 2: Seeking an opportunity in Finance in the Maritime or Energy sector.

Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.

Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT-Sloan School of Management.

I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers--seeking to add value in any way possible.

I would welcome any opportunity to discuss my experience and qualifications.

Cell: 267.446.9628, E-Mail: 89targa@gmail.com

(S11-02)

Candidate 3: Experienced Senior Financial Data Analyst

Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimen-

sional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.

- 13 years as a Financial and Senior Financial Analyst for IBM
- * A fundamental understanding of data acquisition, interpretation and modeling
- Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach
- A unique ability to spot trends and patterns that other analysts might not see
- Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments

Contact: Marilyn Wentworth-Hanson

Telephone: 914 669 4614

E-Mail: mwentworthhanson@gmail.com

(S11-03)

Candidate 4: Strategic and Motivated Technical Manager

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

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

AREA OF SPECIALIZATION:

Strategic and Operation Analysis.

Emergency and Crisis Management / Emergency Response Systems.

Ship Construction

Risk Analysis - Ship's Structural Integrity.

Risk Analysis - Ship's Operation and Maintenance.

Marine Quality Assurance & Regulation Compliance

Marine Incident Investigation.

Project Management.

Technical Management of ships & Technical Performance Analysis.

Full resume and references available upon request.

Telephone: 832 275-6956

E-Mail: andrezb@hotmail.com

(S12-06)

Candidate 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry

As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective com-

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

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

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

Bar Admission: New York State bar exam results pending

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

Language Skills: English and Mandarin Chinese

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

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com

(S11-05)

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

Education:

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

Qualification:

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

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

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

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

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

Contact: Mr.Ognyan Denchev Kostadinov,MICS

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

(S11-06)

Candidate 7: Chartering Broker

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

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

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

Telephone: 203 322 9136

Cell: 203 658 4573

E-Mail: catowne@yahoo.com

(S12-08)

Candidate 8: Experienced Mariner/Corporate Manager/Maritime Lawyer

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

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

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

Resume and references upon request.

E-Mail: b03161956@gmail.com

(S12-10)

HELP WANTED

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

Position B: Chartering Manager

Oldendorff Carriers, founded in 1921, is the largest bulk shipowner in Germany and one of world's leading drycargo owner/operators. We employ about 1500 people from 65 different nationalities and operate around 400 bulk carriers worldwide.

In our office in Stamford CT we have an open position in our chartering department for a Chartering Manager (m/f)

Job Description:

- Negotiation and fixing of charter parties
- Calculation and pricing of shipping deals
- Positioning of tonnage
- Observation of markets and market research
- Expand the existing number of acceptable counter parties
- Worldwide communication with other satellite offices, brokers, agents, owners and charterers

Your Profile:

- Chartering experience in shipping, experience in trading of commodities or other trading experience.

- Aptitude to negotiate
- Analytical skills and competence in data analysis, supported by good PC skills
- Social competence as well as the ability to integrate and enjoy working in a team environment
- Excellent verbal and written communication skills
- Fluency in English is essential
- Not afraid to make decisions
- Creative
- Not afraid to work hard

Interested? Please send your resume and possible starting date.

Contact: Jessica Page

Company: Oldendorff Carriers Stamford

Address: 1 Landmark Square, 17th Floor

Stamford, CT 06901

E-Mail: jessica.page@oldendorff.com

(HW010-12)

Position C: Corporate Accountant

Part-time position in Armonk, NY.

Triworld Shipping Services, Inc., a dry cargo shipping consultant, is looking for an experienced accountant interested in a part-time position in our Armonk, NY office. Job will essentially be to provide local support to the Corporate Finance division of our overseas principals in dealing with U.S. clients. Candidate will be required to assist in preparation and presentation of financial reports to management. Position requires about 20 hours/week, flexible.

Candidate must possess working knowledge of corporate accounting, international banking procedures, IFRS/GAAP. Prior experience with a shipping company and ability to work on Peachtree accounting software is a plus.

Contact: Mr. Milind Trilokekar

Company: Triworld Shipping Services, Inc.

Address: 200 Business Park Drive, Suite 107, Armonk, NY 10504

Telephone: 914-273-2410

E-Mail: milind@tss-ny.com

Notes: Please e-mail your resume with salary requirements in strict confidence or send to our office at the above address to Mr. Trilokekar's attention (marked "Personal and Confidential").

(HW010-12)

Position E: Tanker Operator

Shore-side position to manage all aspects of chemical and CPP commercial operations of assigned vessels for an expanding parcel tanker company based in Southport, Connecticut. The position has excellent growth potential.

Main Responsibilities

Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day time charter management of his vessels and ensure compliance with all terms of the time charter parties.

Experience: Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. The candidate must have good computer and writing skills.

E-Mail: DCarroll@MTMaritime.com

Notes: Interested candidates should email their resume with cover letter.
(HW010-12)

Position F: Tanker Operator, East Coast USA

A leading shipping company is currently looking for a Chemical Tanker Operator to join their established team.

You will be responsible for coordinating the day to day operational activities of a large fleet of time and voyage chartered chemical tankers. Your duties will include ensuring compliance of charter party terms, agency appointments, LOIs, monitoring voyages, and reviewing stowage and tank cleaning plans.

To be considered for this opportunity you will have a minimum of 2 years experience working in a shorebased shipping operations role with chemical tankers. Experience at sea on chemical tankers would be desirable. You must have existing working entitlement for the USA.

Contact: Amy Travell

Company: Sninnaker

Telephone: +44 (0) 1702 481 640.

E-Mail: atravell@shippingjobs.com (HW11-12)

Position G: Traffic Manager, Florida, USA

An international commodity trading company is looking for a Traffic Manager to join their office based in Florida, USA

As Traffic Manager you will be responsible for all logistics and transport of the companies containers. You will ensure products are transported efficiently and operations are cost effective by arranging container bookings, obtaining quotes and negotiating freight rates.

Other duties will include contract execution, handling letters of credit, appointing surveyors and arranging inspections. You will manage and supervise the loading and discharging of containers. In this role you will liaise with internal and external contacts including container carriers, freight agents, third party receivers and suppliers, responding to inquiries and ensuring excellent customer service.

The right candidate will have at least 3 years experience within the container sector and must be familiar with international transport documentation. Excellent communication skills with fluent spoken and written English and Spanish are essential.

All applicants must have existing USA working entitlement.

Contact: Amy Travell

Company: Sninnaker

Telephone: +44 (0) 1702 481 640.

E-Mail: atravell@shippingjobs.com (HW11-12)

Position H: Assistant Vice President Business Development & Sales Ship Sale & Purchase & Cargo Movements – Marketing Strategist

The Great Lakes Towing Company and Great Lakes Shipyard, Cleveland, OH is a growing and diversified maritime company seeking a highly innovative and energetic self-starter who is currently or has experience in ship sale and purchase or marine cargo brokering and ideally knowledge, education or experience in marketing or sales.

We have an in-house career opportunity in shipyard sales and marketing for new construction and repair, marine cargo movements and other relat-

ed marine businesses. Some responsibilities include developing and implementing sales and marketing strategies; increasing target consumer awareness; and enhancing company growth. Bachelor's degree in business, marketing, transportation, engineering or related field and prior maritime brokering/sales and purchase experience required. Salary based on experience. Competitive benefits package including medical, dental, vision, and 401(k).

Contact: Mary Wells

Company: The Great Lakes Towing Company and Great Lakes Shipyard

Address: The Great Lakes Group,
4500 Division Avenue, Cleveland, OH 44102

Fax: 216-781-7472

E-Mail: hr@thegreatlakesgroup.com

Website: www.thegreatlakesgroup.com

Notes: Please submit cover letter and resume with salary requirements
(HW10-12)

Position I: Director-Safety

The American Waterways Operators, the national trade association for the tugboat, towboat and barge industry, seeks an individual with strong leadership, project and volunteer management experience, and group facilitation skills to lead the association's effort to promote continuous improvement in safety and environmental performance in the industry. You will be an integral member of the association's senior staff, responsible for guiding implementation of a key strategic objective. Excellent written and oral communication skills and ability to analyze and interpret data a must. Bachelor's degree required. Experience in marine safety and operations a plus.

Company: The American Waterways Operator

Address: Arlington, VA

E-Mail: resumes@vesselalliance.com

Website: www.americanwaterways.com

Notes: Send resume, cover letter and salary requirements with "Director-Safety" in the subject line. No phone calls, please. (HW11-12)

Position J: VESSEL OPERATOR - STAMFORD

Pacific Basin is one of the world's leading owners and operators of modern Handysize and Handymax dry bulk ships. We are listed and headquartered in Hong Kong, and our network of 19 offices spans six continents to position us close to customers. Our fleet comprises over 230 vessels and we currently operate in three main maritime sectors under the banners of Pacific Basin Dry Bulk, PB Towage and PB RoRo. We employ approximately 2,000 seafarers and a multinational team of over 300 shore-based staff globally.

As part of our ongoing development, we have decided to recruit a suitable person for the following position

VESSEL OPERATOR - STAMFORD REQUIREMENTS

- Min 3 years' experience in dry bulk voyage and time charter operations.
- Reliable team player, able to work effectively across desk and time zones in an international organization.
- Previous experience with maritime business software systems, such as IMOS/Softmar.
- Customer focused.
- Energy and creativity needed in a fast-paced international environment.
- Initiative to seek operational cost savings and to maximize voyage profits.

- Strong analytical skills.
- Excellent communication skills, English language proficiency is essential.
- Eligible to work in USA.

The last date for receipt of applications is 16 Nov 2012.

All applications will be treated in strict confidence and used solely for recruitment purposes.

We expect to respond promptly to suitable candidates.

Company: Pacific Basin

E-Mail: recruiting@pacificbasin.com

Website: www.pacificbasin.com

Notes: Please apply with your résumé and a covering letter to the Human Resources Department. The last date for receipt of applications is 16 Nov 2012. (HW11-12)

Position N: MARINE FORECASTER OPENINGS

(Senior, Intermediate and Entry Level)

FleetWeather Ocean Services, Inc. is a worldwide provider of professional marine weather services to the commercial shipping industry best known for professional marine weather forecasting, routing assistance, and ship performance monitoring for commercial ships worldwide. FleetWeather's Headquarters and Global Operations Center which provides 24/7 live service and support are located in Hopewell Junction, NY or about 75 miles north of New York City in the Hudson Valley area of NY State. Celebrating its 43rd year in business, FleetWeather has managed over 100,000 voyages to date. FleetWeather's marine team is comprised of marine meteorologists, professional ship routers, claims specialists, vessel performance analysts and forensic weather experts. FleetWeather offers a competitive salary and benefit package which includes medical, 401(k) plan, life insurance, paid vacation and more.

FleetWeather currently has openings for the following positions:

Senior Level Marine Forecasters – (requires a min. of 5 years prior marine forecasting experience)

In addition to excellent forecasting skills, applicants for this position will be expected to have a working knowledge and understanding of the shipping industry, understand charter party agreements and maritime claims and be proficient in shipping terminology.

Intermediate Level Marine Forecasters - (requires a 3-5 years prior marine forecasting experience)

In addition to excellent forecasting skills, applicants for this position will be expected to have a basic knowledge and understanding of the shipping industry and prior exposure to charter party agreements, maritime claims and shipping terminology.

Entry Level Marine Forecasters – (no prior related experience necessary – in-house training provided)

Applicants for this position must have a Bachelor of Science degree from a recognized program in Meteorology/Atmospheric Science or military equivalent training. No experience is necessary for this position and those recently out of school are welcome to apply. Applicants must be detail oriented, able to work rotating shifts including nights, weekends and holidays, have strong data entry skills, and be eager to learn and develop a career in the maritime industry.

Common Duties Include:

- Preparing route recommendations and weather forecasts for vessels worldwide

- Preparing voyage performance analysis reports for vessel owners, operators, and charterers
- Preparing voyage reconstructions and providing claims assistance
- Examining and preparing marine forensic analysis of vessel position reports
- Providing superior customer service to clients worldwide
- Heavy use of software applications and the Internet, including Microsoft Word, Excel and Outlook
- Ability to work under time constraints and stay focused and sharp while performing repetitive task work
- Be easily managed and excel in a team environment.

How to Apply:

Applications for the above positions will be accepted electronically through FleetWeather's employment web page at:

www.fleetweathergroup.com/employment. Please review the complete listings for these openings on our site prior to applying. No phone calls please.

FleetWeather is an equal opportunity employer.

(HW11-12)

Position O: Operations / Marine Superintendent

Mitsui O.S.K. Bulk Shipping (USA) Inc, the regional office for MOL's Bulk and RORO activities in Americas has an immediate opening for an Operations Supervisor in our RORO department.

Duties and functions

- Cargo Stowage planning for H&H and autos
- Control acceptance of booking and loadable cargoes under MOL's safety standards and policies
- Control of operations and coastal schedule for vessels
- Calculate vessel stability, trim and other conditions in cooperation with vessel
- Supervise stevedores and labor during operations
- Ensure MOL quality and safety standards are fully implemented
- Build strong relationships with vendors, stevedores, labor, agents, surveyors and port authorities
- Monitor production and costs. Check and follow up on invoices
- Ensure compliance with all reporting
- Ensure full vessel departure compliance

Experience and requirements:

- Experience in RORO ship planning
- Experience with AutoCAD planning system
- Knowledge of vessel and terminal operations
- Good communication and organizational skills
- Ability to travel
- Strong analytical and PC skills
- On-board vessel experience preferred.

Benefits and pay

- Salary dependent on experience
- Excellent benefits

Company: Mitsui O.S.K. Bulk Shipping (USA) Inc,

E-Mail: Hiroya.Ito@MOL-Bulk.com

Website: <http://www.mol.co.jp/menu-e.html>

Notes: Please send resume and contact information, NO Phone Calls.

(HW11-12)