

UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2008

Thursday, September 18, 2008

CMA Monthly Luncheon

**Speaker: Justine Fisher, Vice President,
High Yield Research, Goldman, Sachs & Co.**

***"Commodities and the Cost of Energy
after Beijing's Closing Ceremonies"***

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon, Seating for Lunch: 12:30 pm

(Please note earlier time for this one)

\$40 Members / \$45 Non-Members

Friday, September 26, 2008

CMA Fourth Annual 12 Meter Regatta

Racing out of Indian Harbor Yacht Club,
Greenwich, CT

Spectator Lunch Boat out of Port Fjord, Cos Cob, CT

Post-sailing Cocktails & Dinner at
Indian Harbor Yacht Club

See page 4 for more information

**Reservations are required for all events,
please call Lorraine at +1.203.406.0109 Ext 3717**

PRESIDENT'S NOTES

While the Autumnal Equinox on September 22 may be days away, there are many signs that summer is already over. For one, the Summer Olympics, which I so enjoyed watching, seem to be part of the distant past, yellow school busses now compete with cars during the morning commute, the sand reminiscent of my summer vacation at the beach no longer remains in my car and the CMA softball league has wrapped up the season. Congratulations to Fairfield Chemical who defeated the Atlas Dry Guys in the final playoff game. My thanks go to Softball Commissioner, Chris Towne for organizing the league and keeping the games on schedule. If you have a team interested in joining the league, contact Chris, whose communication details can be found on the website.

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As we head into fall, gas prices, oil futures and daylight hours are all declining while the U.S. political climate is just heating up. The fall theme could be summed up in one word "energy". I'm excited about the CMA's September events beginning with Justine Fisher, Vice President, High Yield Research, Goldman Sachs & Company who will speak to the "Commodities and the Cost of Energy after Beijing's Closing Ceremonies". I was fortunate enough to listen to Justine speak at Shipping 2008. She's the top in her field and openly shares her information, insights and opinions with passion and energy. You won't want to miss the luncheon on September 18.

Finally, there's the wind energy CMA hopes will fill the sails of the 12 meter boats in CMA's 4th Annual CMA Regatta on September 26. Our team has been hard at work preparing for this fun filled, competitive event. Sailors are you ready? Spectators, I'll see you on the Cayah Michele.

On a more serious note, while the summer season may be over, unfortunately hurricane season is not. My thoughts and prayers are with our Gulf Coast members, their families and businesses as they recover from Hurricane Gustav and also for those in the Bahamas and Southeast Atlantic states who face Hurricane Hanna and the remaining tropical storms.

Best regards,

Beth Wilson-Jordan

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FROM THE EDITOR

Hope you all had an enjoyable and restful summer. If global warming means slightly cooler than usual summers and milder winters in our area, I will not complain. Let's pray hurricanes don't come with the new package.

The one word that is destined to become part of shipping's lexicon soon is "sustainability". Far from just being a "word du jour", common use of the word sustainability began back in 1987 with the publication of the "United Nations World Commission on Environment and Development Report: Our Common Future".

Contrary to my first thought that the word was invented by the makers of Viagra, I read that sustainability focuses on enabling human economic systems to last longer and have less impact on ecological systems, particularly relating to climate change and oil depletion. My second thought was strictly cynical, in the words of SNT's Church Lady, "Isn't that special?"

We in shipping have already seen a few effects of the sustainability movement in SECAs and any number of other marine environmental preservation movements, and we will see more. Actually "sustainability" has three dimensions and in considering them, I think you will understand why we will continue to see more and more about this topic.

- The environmental dimension seems to work at three different levels, each of which is associated with a distinct public policy process.
 - (a) There are local environmental issues such as dredging, waste disposal, SECAs (sulfur emission control areas), etc.
 - (b) There are oceanic issues which see the seas and oceans as complex ecosystems with concerns for biodiversity, ballast water and invasive species, and source pollution from rivers and streams.
 - (c) The carbon-emission abatement issue has become larger with green policy works as the fact that ships represent about 2% of CO2 emitted world-wide has become known. Together with the airlines, shipping—came under some unwelcome scrutiny at the UN Framework Convention on Climate Change in Accra August 21-27, 2008.

- Economic sustainability not only includes freight market and ship specific issues, but also shipyards, ports, shore-side infrastructures and even intermodality that extends to land based surface transportation systems.
- Social sustainability introduces the idea of human resources --- the shortage of crews and officers, the recruitment, training and retention of seafarers. It is here we also address the issues pitting stakeholders vs. stakeholders, such as the iconic conflicts between seaside condos or high end shopping and entertainment areas vs. water dependent business structures such as ports.

Do you recognize any of these ideas in other 21st Century activities? We in shipping have long thought of our business as more or less separate from the rest of the society that we serve. It seems that exceptionalism is about to end.

—Don Frost

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

David Beun, VP, Chembulk Tankers, Westport, CT

Roger Compton, Dean & Professor, Webb Institute, Glen Cove, NY

Ed Cord, Operations Coordinator, Moran Towing Corp., New Canaan, CT

Margaret Doyle, Senior Tanker Analyst, Marsoft, Inc., Boston, MA

Cynthia Hudson, Hudson Marine Management Services, Pennsauken, NJ

Jeffrey King, attorney, K & L Gates, LLP, Boston, MA

Jeffrey Kohler, Controller, Chembulk Tankers, Westport, CT

Greg Kurantowicz, Operations Coordinator, Moran Towing Corp., New Canaan, CT

Donna Madden, Mgr. HR & Administration, Chembulk Tankers, Westport, CT

Mohan Muppidi, VP S & Q, Torm USA LLC, Stamford, CT

Robert Olsen, Jr., President, Webb Institute, Glen Cove, New York

Once again, welcome to you all.

Evan Galanis

Membership Chair

FALL LUNCHESES OPEN WITH GOLDMAN SACHS' JUSTINE FISHER

For anyone lucky enough to have seen Goldman Sachs' Justine Fisher speak at other events, including our own CMA Shipping 2008 this past March, you are in for a treat as she has kindly agreed to kick off our Fall Luncheon series as our speaker on Thursday, September 18, 2008. The title of Justine's presentation is "Commodities and the Cost of Energy after Beijing's Closing Ceremonies".

A few items for discussion posed to Justine:

- 1. Will Commodity demand change in a post Olympic China world? Is the current drop in commodity prices a signal to the closing ceremonies?*
- 2. With your work and research on the Airlines and their attempt to wrestle with the cost of energy, are there any "lessons learned" from air transportation as it relates to shipping and their attempt to cover those same energy costs?*
- 3. There was an excellent article in the New York Times, August 3 on the cost of transportation as it relates to globalization. Shipping as a commodity - will we see a correction in iron ore, coal and eventually steel prices that will drift down to the cost of shipping?*

Water's Edge at Giovanni's II
2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon – Seating for Lunch 12:30 pm (note earlier time for this one)

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

Call Lorraine at +1.203.406.0109 Ext 3717 for reservations.

We look forward to seeing you.

CMA FOURTH ANNUAL 12 METER REGATTA

FEATURING NINE AMERICA'S CUP CLASSIC 12 METERS



"This yachting event will have to go down as probably the most memorable event in shipping at least in my recollection in the USA. You guys keep out-doing yourselves on each and every event, but I don't know how you can top this."

—Gerard T. Desmond, Louis-Dreyfus Corporation

EVENT SPONSORS (as of September 3, 2008):

American Bureau of Shipping, Armada Group, ASBA Tanker Broker Panel, Bahamas Maritime Authority, Blank Rome LLP, Booth Financial Associates, Bureau Veritas, Charles R. Weber Company, Clay Maitland, Clipper Bulk (USA), Delamar Greenwich Harbor, Eagle Ocean Transport, Eitzen Chemical (USA), Fjord Catering & Charters, General Maritime Corporation, Genco Shipping & Trading, Groton Pacific Carriers, Inchcape Shipping Services, Intrepid Shipping, Leeds & Leeds Company, Livery Bespoke Tailoring, Lloyd's List, Marine Oil Transportation Consultants, MJLF & Associates, Odin Marine, PetroMar International, Petromed, Radio Holland Group, Seacoast Electronics, Short Sea Shipping Cooperative Program (SCOOP), Simpson, Spence & Young, TORM USA, World Fuel Services

SCHEDULE OF EVENTS

On **Friday, September 26th, 2008** the Connecticut Maritime Association will hold its fourth Annual Regatta. The CMA has chartered nine America's Cup Twelve Meter Yachts for the 2008 Regatta. *Weatherly* built 1958, *Columbia* built 1958, *Easterner* built 1958, *Nefertiti* built 1962, *American Eagle* built 1964, *Intrepid* built 1967, *Heritage* built 1970, *America II* (US 42) built 1984 and *America II* (US 46) built 1984.

DELAMAR GREENWICH HARBOR –

OFFICIAL HOTEL FOR THE CMA 12 METER REGATTA



Crew spaces on the yachts are now sold out, but we are operating a waiting list if you would like to join that. (For info crew spots are priced at \$350 each. Each crew spot includes lunch on board, regatta hat, racing, post-racing cocktails, dinner and prize-giving at Indian Harbor Yacht Club).

We have also chartered the 117' luxury spectator yacht "Cayah Michele", where a smorgasbord lunch and cocktails will be served, as we go out to watch the racing. The spectator yacht will be departing from Fjord Catering & Charters, 143 River Road, Cos Cob promptly at 12 Noon and will return around 4:00 pm. There is plenty of parking at "Port Fjord" and nautical dress is encouraged (blue blazers, white slacks, binoculars and nautical hats for the men, hats for the ladies!). Otherwise, smart casual will be fine! On Board racing commentary will be provided by Norm Webster "the voice of the CMA".

Visit <http://www.fjordcatering.com> for Directions.

Tickets for this event are \$110 per person and are available to both CMA members and non-members. Please call Lorraine at +1.203.406.0109 Ext 3717 to reserve and arrange payment or email: conferences@cmaconnect.com

Immediately following the racing, the Captains' Cocktails and Dinner will commence at the Indian Harbor Yacht Club, 710 Steamboat Road, Greenwich, CT. Cocktails will be followed by a seated dinner and the trophy presentations. Cocktails commence at 5:30 pm. Tickets for this event are \$160 per person and again, space is limited and selling fast, so please call Lorraine to reserve.

Tickets for the Captains' Cocktails only are also available at \$60 per person. Dress code is smart casual. Visit <http://www.indianharboryc.com> for Directions.

We look forward to seeing you at one or all of the events and wish the yacht crews the best of luck. Call today to secure your space, as these events will all be sold-out!

Will "Intrepid" triumph again? Will Genmar/Genco's "Nefertiti" retain the cumulative trophy? All will be answered on September 26th.....

THANK YOU FOR YOUR SUPPORT!

As a benefit for our out of town guests or even locals who don't feel like driving, we are delighted to present the DELAMAR Greenwich Harbor as the official hotel for the CMA Fourth Annual 12 Meter Regatta on Friday, September 26th.

As Connecticut's first and only member of Small Luxury Hotels of the World, DELAMAR Greenwich Harbor features luxuriously appointed guest rooms and elegant suites, many with balconies and spectacular harbor views. The magnificent L'Escale Restaurant serves an inventive Provençal menu in a setting that evokes the south of France.

DELAMAR is situated right on Greenwich Harbor and boasts its own 600 foot pier that can accommodate pleasure boats of many types. The hotel is also just steps away from the many shops and restaurants on fashionable Greenwich Avenue.

For Thursday, September 25th and Friday, September 26th the DELAMAR is pleased to offer special rates of \$299 per night for Town View Rooms and \$369 per night for Harbor View Rooms. Reservations may be made by calling +1.203.661.9800 and identifying yourself as part of the Connecticut Maritime Association group. The cut-off date for reservations is September 11th, 2008.

For more information on the DELAMAR Greenwich Harbor please visit their website at: <http://thedelamar.com>

BAHAMAS INTERNATIONAL MARITIME

CONFERENCE & TRADE SHOW

“Opportunities in Trade &
Maritime Industries”

**November 18-21, 2008 – Westin Our Lucaya,
Grand Bahama Island**

Please mark this date on your calendar - Sep 15, 2008, the deadline to register for the International Maritime conference in Bahamas, designed to create opportunities in Trade and Maritime Services.

The Government of The Bahamas, through the Ministry of Maritime Affairs and Labour, is pleased to extend this very special invitation to you or a representative of your compa-

ny to attend an exciting and informative International Maritime Conference and Trade Show.

The Bahamas is highly respected in the international maritime community for having attained and maintained the world's third largest ship registry.

Therefore, as part and parcel of an overall strategy to stimulate interest in the many world class maritime services offered in The Bahamas, as well as to encourage leading shipping companies to consider registering their vessels on the Bahamian Ship Register, the Government has authorized the Ministry of Maritime Affairs and Labour to enter into a public-private arrangement with a number of industry stakeholders for the purpose of hosting a major international conference and trade show in The Bahamas during the week 18th to 21st November, 2008.

The Bahamas International Maritime Conference and Trade Show will be held at the Our Lucaya Beach and

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Resort, under the theme “Opportunities in Trade & Maritime Services”, and is intended to serve as a platform for showcasing the multiple facets of the country’s Maritime Industry, particularly as it relates to trans-shipment, trade, ship ownership, registry services, ship repair and other areas of maritime services. The Bahamas International Maritime Conference and Trade Show will seek to:

1. promote The Bahamas as a hub of international trade;
2. highlight the benefits and advantages of The Bahamas International Ship Registry;
3. draw attention to the latest developments and opportunities in the maritime industry in The Bahamas; and
4. explore issues related to local and international investment trends and opportunities in the maritime industry;

The Secretary General of the International Maritime Organization (IMO), Mr. Efthimios E. Mitropoulos will be the keynote speaker addressing the conference.

For more information, please visit the conference website, <http://www.bahamasmaritimeconference.com> or contact:

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First Assistant Secretary
The Ministry of Maritime Affairs and Labour
P.O. Box N-8175
Nassau, Bahamas
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or email: conferences@cmconnect.com**

JOB MART

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

Dutch maritime operator is seeking a career abroad. With 20 years of experience as a shipping agent in one of the biggest ports in the world, I am convinced I can make a contribution to your agency department. Mainly active in bulk shipping, but eager to learn other sides of the trade. Would love to start a career in the world of chartering as well. Teamplayer, easygoing, performing well under pressure and my working day does not end after 5 PM.

Fluent in Dutch (native), English and German, also in writing. Looking for a job in the New York / Connecticut / Maine area, but willing to consider other options. However, preferably USA East Coast.

Please contact me if you have additional questions.

Contact: Henk Biesheuvel

Cell: +31-6-29534815

E-Mail: hplb@chello.nl

Notes: Please keep in mind the +6 hrs time difference in NY area April 25th – May 10th 2008

(S8-02)

Candidate 2: Seeking a Position in Vessel Operations / Chartering.

Offering a Master of International Transportation Management Degree, in addition to knowledge of ocean transportation procedures.

Worked in Vsl Operations : April, 2007 to April, 2008 at TBS Shipping Services, New York ,performing the Post fixture management of daily vessel operations. communicating with vsl and ports agents, Charter party implementation, lay time calculation, optimizing vessel performance, scheduling, and prep. hire statements from charterers or/and to head owners and processing data through company SHIPNET program.

Certification :

- Association of Shipbrokers/Agents (ASBA) USA, 2006
- Ship/Port Facility Security Officer (ISPS)USA, 2006

Education:

- STATE UNIVERSITY OF NEW YORK; Master's Degree in International Transportation Mgmt; GPA 3.55/4.00; 2006.
- MURMANSK UNIVERSITY, RUSSIA; Master's Degree in Maritime Navigation (Unlimited License) GPA 3.60/4.00; 1996.
- U.S. Merchant Marine Document / Z - Card Issued by the U.S. Coast Guard, NY
- A US Legally Permanent Resident (Green Card) – No Sponsorship Required.
- Multi-lingual fluent in English, Arabic, French, and Russian Languages, with some Spanish.
- All references are verifiable and will be available upon request

If you have any questions, please contact Ould Elmoustapha at:

E-mail : ould@optonline.net or Cell: 718-679-5529.

(S8-05)

Candidate 3: Tanker Operations Manager

Highly successful tanker operations manager with broad logistic and marine transportation skills. Areas of expertise include: contract negotiations, time charterers, spot charters, demurrage claims, freight analysis, bills of lading, and letters of credit. Thorough knowledge of the dry bulk sector as it pertains to chartering and operations. Recognized for ability in solving problems, managing clients, and establishing strong working relationships. Served as a chief mate on tankers and have extensive experience in owner shops. Have forged strong global relationships with ship owners and charterers from Asia, Europe, South America and the United States.

EDUCATION

University of Connecticut, Stamford, CT

MBA International Business and Marketing

SUNY Maritime College, Throgs Neck, NY

B.S. Transportation Management

CERTIFICATIONS

Center for Creative Leadership

Association of Ship Brokers and Agents (ASBA).

email: tmf1155@aol.com, home telephone 203 642 4422

(S8-06)

Candidate 5: Massachusetts Maritime Academy Job Candidates and Interns Available in International Maritime Business

If your company is interested in a job candidate or student intern to work in your Chartering, Brokerage, Logistics/Supply Chain, Marketing, Finance, Accounting or Marine Insurance Departments, the International Maritime Business Program at Massachusetts Maritime Academy has graduates and students that might suit your needs very well. These students understand the intricacies of international maritime business and are proud representatives of a disciplined, regimented maritime education. If you have an interest in obtaining additional information on this program,

please contact Dr. Bani Ghosh, Chair of the International Maritime Business Department at MMA. Tel: 508 830 5000 x 2112, E-mail: bghosh@maritime.edu or CDR, George Gillis, Director, Career Services, Tel: 508 830 6459, E-mail: ggillis@maritime.edu.

(S8-04)

HELP WANTED

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

Position A: Maintenance Administrator

Roymar Ship Management Inc., is an international dry bulk ship management company managing a growing fleet of 45 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 lub 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) 793-2519 with the heading MAINTENANCE ADMINISTRATOR on all transmissions.

(HW09-08)

Position D: Operations Coordinator

USS Vessel Management Inc., a leader in the product and chemical tanker trade, has an immediate opening for a Vessel Operator at its office headquarters in Edison, NJ. This position is responsible for monitoring vessel movements on a daily basis and developing voyage orders based on charterer's requirements, while maintaining safe stowage, trim and stability, safety and operational requirements for fleet vessels. Communicates with vessel masters, customers, brokers and steamship agents on a daily basis to coordinate operational needs for fleet vessels.

The duties and responsibilities include, but are not limited to, the following:

- Prepares and distributes vessel position report.
- Review disbursement accounts and tug/pilot charges
- Develops voyage orders to satisfy charterer's requirements and verifies correct trim and stability, draft and stowage through the use of cargo loading software.

- Assists Operations with appointing agents for spot charters and Contract of Afreightment moves.
- Creates and maintains operational aspects of vessel voyages electronically through the use of voyage planning software.
- Coordinates with Engineering Department to take advantage of opportunities in vessel schedules for repairs, contract riding crew attendance, facilitate effective planning and lessen the impact on vessel schedules, improve customer satisfaction and avoid potential off-hire or downtime situations.
- Contacts vessel steamship agents, terminals or customers to discuss vessel schedules, port requirements, storing, berth accommodations, draft restrictions, cargo and loading arrangements.
- Calculates voyage economics for freight rate determination on anticipated charters.

Candidates should possess of a valid USCG Second Mate License or higher with at least 3 years sailing experience and 1 year of tanker experience. Bachelor of Science Degree - Marine Transportation or equivalent. Should have excellent communication, writing, and computer skills and be familiar with shore-side tanker and chemical carrier operations. Proficiency with Cargomax Voyage Planning software system and Shipnet operations and chartering software is preferred.

We offer a competitive salary and comprehensive benefits package.

Contact: Kevin Mannion

Company: USS Vessel Management Inc.

E-Mail: kmannion@usslp.com

Notes: Qualified candidates please submit resume to Kevin Mannion

(HW08-08)

Position E: Operations Coordinator

Over the course of its nearly 150 year history, Moran Towing Corporation has grown from a small company whose founding mission was to provide docking services for sailing ships into a major corporate provider of maritime services. The cornerstone for this growth has been a long-standing reputation for reliable, efficient service achieved through a combination of first-rate people and first-class equipment. Moran is now the largest provider of maritime transportation services along the east coast and into the Gulf of Mexico.

Moran Towing Corporation has an Operations Coordinator position immediately available in our company's Dry Cargo, Bulk Barge operating division headquartered in New Canaan, CT.

Responsibilities include: Daily operations of the company's ocean and inland barges, including contract administration, cargo operations, sales and marketing, employee supervision and coordination with other operating divisions within the company. The successful candidate will be an integral part of a team working within Moran's Transportation Division.

Qualifications include: B.A. or B.S. degree in a related field; formal maritime background and a general knowledge of tug/barge industry stan-

dards; proficiency in MS Office; excellent communication and organization skills; and demonstrated ability to effectively work independently and as a team player. Previous supervisory experience is an asset.

Qualified, interested candidates should e-mail a cover letter and résumé to: Anne Farrell, Human Resources Generalist at

anne.farrell@morantug.com; phone 203.442.2867; fax 203.442.2831.

Moran Towing Corporation is an EOE. (HW08-08)

Position F: Deck Marine Superintendent

Admanthos Shipping Agency Inc. located in Stamford, CT is seeking a Deck Marine Superintendent.

Qualified applicants must have a minimum of either five years experience as a Senior Ships Officer on product tankers or five years experience in the job offered. Qualified applicants must also hold current Senior Deck license with dangerous Cargo Endorsement.

The deck marine Superintendent is responsible for providing technical advice regarding ship operation, navigation, cargo handling, vessels equipment and port facilities. Supervising deck departments on managed vessels via port visits and trips on board, training personnel with emphasis on safety .

Liaison with class, US Coast Guard, charter and flag state inspectors, insurance surveyors, and other regulatory entities including oil companies, OCIMF/SIRE, P&I club, terminals and ISM auditors.

Administer the safety management system and function as ISM "Designated Person Ashore".

Administer company security plan and function as ISPS "Company Security Officer".

Practical knowledge of ISM, ISPS, vetting, demurrage claims, insurance claims, all current SOLAS, MARPOL, IMO, STCW and USCG regulations etc will be a plus.

This is a full time position and requires travel. Excellent benefits and vacation provided.

Salary is commensurate with experience.

Send your resume via e-mail to: extankercaptain@aol.com

(HW09-08)

Position G: Chartering Manager (based out of The Netherlands)

The Oxbow Group, based in West Palm Beach, Florida, is a global leader in the marketing of energy products such as petroleum coke, coal, metallurgical and calcined coke, with 1200 employees worldwide. The group also trades in products such as gypsum, bauxite, and clinker, and has a dynamic chartering, operations and logistics team offering competitive freight and logistical services in support of the company's trading activities. Oxbow's business is built around the philosophy of combining talent, teamwork and technology, and its most unique assets are the talents and energy of its people.

Main Tasks:

- Develop and maintain relationships with in-house traders, customers and panel brokers
- Provide rates to traders and charter vessels for Oxbow controlled cargoes (about 15 million tons per annum)
- Negotiate worldwide spot, forward, voyage, time charter, and COA charter contracts
- Oversee operations and logistics on voyage and time chartered tonnage

Profile:

- Strong negotiator with preferably 3 years+ experience and good knowledge of freight markets
- Good inter-personal and inter-cultural skills, second language an advantage
- Independent judgment and decision making ability as evidenced by demonstrated growth in job responsibilities
- Willingness to travel and work with other company offices
- Knowledge gained through experience of port operations, inland logistics and barging a plus

Please send resume with salary requirements to jobs@oxbow.com or fax 561-640-8727

All applications kept in strict confidence

EOE

www.oxbow.com

(HW09-08)

Position H: Logistics Manager, The Woodlands, TX (near Houston)

The Oxbow Group, based in West Palm Beach, Florida, is a global leader in the marketing of energy products such as petroleum coke, coal, metallurgical and calcined coke, with 1200 employees worldwide. The group also trades in products such as gypsum, bauxite, and clinker, and has a dynamic chartering, operations and logistics team offering competitive freight and logistical services in support of the company's trading activities. Oxbow's business is built around the philosophy of combining talent, teamwork and technology, and its most unique assets are the talents and energy of its people.

Main Tasks:

- Manage logistics for truck, barge, rail and vessel shipments in domestic US market
- Evaluate multi-modal economics, including terminal, barge, rail and truck operations
- Administer demurrage/dispatch settlement with service providers
- Review documentation for accuracy and scheduling of equipment

Profile:

- Knowledgeable professional with preferably 2 years+ experience
- Good inter-personal skills and ability to work well under changing conditions

- Independent judgment and decision making ability as evidenced by demonstrated growth in job responsibilities
- Knowledge of ocean freight market, second language a plus

Please send resume with salary requirements to jobs@oxbow.com or fax 561-640-8727

All applications kept in strict confidence

EOE

www.oxbow.com

(HW09-08)

Position I: Full Charge Bookkeeper/Admin Asst.

International ocean transportation company located in downtown Stamford seeking Full Charge Bookkeeper/Admin Asst. Duties include input of journal entries, banking, interact with vendors, quarterly reporting, year end Audit, handle phone calls and mail, make travel arrangements.

We are seeking a candidate with knowledge of Accounting, proficiency in Excel and Microsoft Word, strong communication skills. If interested please do not call but email resume to: admin.asi@armadagroup.com

Salary commensurate with experience

(HW08-08)

Position J: Construction Supervisor

Moran Towing Corporation (www.morantug.com), a leading tug and barge services company with locations spanning the U.S. Atlantic and Gulf Coasts, has an immediate opening for a Construction Supervisor. Moran is a growth-oriented company committed to providing safe, high quality, and efficient tug assist, towing, transportation and related maritime services to our world-wide customers.

Position Summary: The Construction Supervisor is a member of our Corporate Engineering Services Group and reports to the Assistant Vice President of Engineering Services. The primary focus of this position is on-site supervision of new construction or major modifications of corporate tug & barge projects, including ensuring that shipyards produce quality equipment on time & on budget in accordance with negotiated contracts.

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

Responsibilities Include:

- Recommend modifications & change orders in design to ensure safety, reliability & crew ergonomics.
- Coordinate new vessel delivery logistics with the division or department receiving new equipment.
- Provide innovative ideas for supporting & advancing corporate quality & safety.
- Develop & maintain construction files from construction contract through delivery.
- Assist in managing vendors.
- Respond to Warranty issues & crises as necessary.

- Prepare written reports on costs & schedules & maintain related data & statistics.
- Work with regulatory agencies.
- Other projects as assigned.

Requirements Include:

- Experience & training in tug/barge operation, in tug/barge construction/repair, dry docking supervision, engineering cost control, dealing with ABS, USCG & other regulatory agencies.
- Demonstrated knowledge & application of concepts & practices in marine engineering, maintenance, dry docking, safety, day to day operations & repair functions to assist in the oversight of new construction & major modification projects.
- Strong written & verbal communication skills, attention to detail, & proficiency in MS Office applications.
- Travel & after hours work required.

Preferred:

- Bachelor's degree in marine engineering with a merchant mariner officer's license & sailing experience a plus.
- Comprehensive knowledge of Coast Guard and ABS regulations an added asset.

Moran Towing Corporation offers a competitive compensation and benefits package. Qualified, interested applicants are invited to e-mail a cover letter and résumé to: Anne Farrell, Human Resources Generalist, at anne.farrell@morantug.com. (HW08-08)

Position O: Manager of Deep Sea Marine Operations

ANSAC, a leading international chemical marketing and distribution organization is seeking a Manager of Deep Sea Marine Operations. The company exports 4 million metric tons of high quality soda ash from 4 mining locations in South Western Wyoming through export gateways in the Pacific Northwest, U.S. Gulf and Laredo, Texas. Shipments are made in bulk moving on unit trains of 100 cars and transferred to bulk carrier vessels for delivery to over 25 countries around the world. A mid size company with offices located in Westport, Miami, Singapore and China, we offer a challenging position in a comfortable work environment.

The Manager of Deep Sea Marine Operations will oversee our supply chain of 4M tons of cargo from the mines in Wyoming via unit trains to loading facilities in Texas and Oregon, then via ship to international warehouses and to the customers' facilities in Asia, Latin America and globally. Responsibilities include coordination with 9 ship owners, 2 railway lines, 2 stevedoring firms, 4 mines, 1 ship broker and 20 - 30 distribution agents. The candidate will oversee a team of 3 distribution managers as well as the overall terminal operations to ensure customer satisfaction.

The goal is operational excellence and meeting cargo windows. The manager will reduce freight costs, achieve just-in-time delivery and streamline processes. This is essential to meeting clients' supply demands and our clients' contract of affreightment obligations. This entails supporting existing projects, rationalizing new facilities, investing in existing facilities,

developing new cargo initiatives and investigating other trade lanes. Candidates should anticipate and analyze problems, develop metrics and implement solutions. They should be proactive, available 24/7 and willing to travel 30 - 50% of the time. The position reports to the Director of Distribution and indirectly to the VP/CFO.

Qualifications

Ten years experience within the maritime and logistics sectors and a B.S. or graduate degree are required. Candidates should be strong communicators and able to present to and interact with senior management at clients and vendors, from VP's to CEO's. A second language would be helpful. Proficiency with PC's and PowerPoint is required.

Salary

ANSAC offers an outstanding compensation and benefits package consistent with a highly professional corporate environment.

Contact: Anny Lesko

Company: ANSAC

Address: 15 Riverside Avenue, Westport, CT 06880

Fax: (203) 291-0029,

E-Mail: AL@ANSAC.COM, Website: www.ansac.com

Notes: Please forward your resume along with your salary history in confidence to ANSAC, Attn: Anny Lesko (HW08-08)

Position Z: Experienced Claims Analyst

Tankship International LLC

Tanker brokerage company in Fairfield County, Connecticut

Seeks an experienced claims analyst

Claims analyst should have at least some claims experience with owners/chrtrs or broking house

The ideal candidates should:

- have excellent inter-personal and communications skills
- be capable of working independently & taking initiative
- possess a solid work ethic
- be a dedicated team player
- possess flexibility, adaptability & positive attitude

Attractive salary & benefits package

Equal opportunity employer

** Candidates must have legal right to reside and work in U.S. **

Please email your cv, which will be treated in strictest confidence, to: leigh@tankshipintl.com (HW08-08)
