

UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2011

Thursday, September 15, 2011

(note earlier Thursday in the month for this one)

CMA Speaker Luncheon

Speaker: *Welcome & Opening Remarks - Marc Van Peel, Chairman, Antwerp Port Authority and Presentation by: Karin Duivenvoorden, Head of Marketing and Promotion, Antwerp Port Authority*

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

Seventh Annual CMA 12 Meter Regatta

After extensive conversations with potential sponsors, but primarily due to the current economic conditions, the CMA has decided to postpone the Regatta for this year. We hope that 2012 will provide a better economic environment for all and we will be able to resume the Regatta again next year. We are sorry for the disappointment to those who love to sail, greatly appreciate your support and will hope to see you back next year. Now we have to come up with a creative way to use our 45 silver mint julep cup team prizes – we will keep you posted!

OCTOBER 2011

Thursday, October 27, 2011

CMA Speaker Luncheon

Speaker: TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

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

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

Visit <http://www.cmaconnect.com> for more info.

PRESIDENT'S NOTES

Welcome back...back to school, back to work, back to business and for many up and down the East Coast even electricity is back. Yes indeed a very welcome back.

Full of new ideas and renewed energy, CMA is back to business as well. Our monthly luncheons resume Thursday, September 15 with guests from the Port of Antwerp. Are you doing business in Antwerp? If your vessels call the port, you trade cargo, arrange fuel, stores, agency, crew or legal services in the port or want to simply practice your Flemish, broaden your horizons or network with the local shipping community you'll want to attend this luncheon.

At back to school time, I am very pleased to announce that the Internal Revenue Service has officially granted the CMA Education Foundation 501 (c) (3) tax-exempt status. My sincere gratitude to the individuals whose cumulative

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efforts worked to achieve this goal: Peter Drakos, Molly McCafferty, Margaret Faucher, Steve Fitzgerald, Ron DeSoiza, Eric Larosee, Ian Workman and Don Frost. The CMA Education Foundation will continue to further CMA's educational mission. but perhaps Ben Franklin said it best, "An investment in knowledge always pays the best interest." More updates on the Foundation will follow and additional information can be found at <http://www.cma-edu.org>.

In closing, I leave you with the words of William A. Ward, "The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails." Hope to see you at the September 15 lunch!

Welcome back!

Best regards,

Beth Wilson-Jordan

FROM THE EDITOR

School is open – drive carefully. If the traffic almost anywhere in the Northeast was not so heavy that warning might carry more weight. As it is, rush hour seems to be rush day, and this is during July and August when people typically take vacations far away from home. Not this year! Construction and associated vehicles seem to be immune to the economic slow-down. School buses have been replaced by an even larger number of smaller motor vehicles. This leads me to America's Marine Highway.

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On the Federal front the Maritime Administration is hosting two “listening sessions” or “workshops” on the Panama Canal Expansion and America’s Marine Highway (AMH) in San Francisco September 22 and New York September 27th. I attended a similarly motivated event in Fairfax, Virginia (George Mason University) at the end of July that dealt with SSS/AMH technological issues and technology transfers from Europe. The general “take away” from that event reflects my expectations for the coming MARAD events. Having worked for Fortune 500 companies I think of a frequently used saying: “A conference is a gathering of important people who by themselves can do nothing, and together decide that nothing can be done.”

This month’s MARKET COMMENTARY is the shortest ever, yet probably the most accurate. Tell me what you think.

On August 31, 2011 Rear Admiral Wendi Carpenter, USN (ret) became the 10th President of the State University of New York Maritime College at Fort Schuyler. The “Change of Office” replicated a military change of command ceremony and brought out many dignitaries from the State University of New York, the Commanding Officer of Military Sealift Command, the Superintendent of the U.S. Merchant Marine Academy, the Superintendent of the Great Lakes Maritime Academy, the U.S. Maritime Administration and former Presidents of the College, Vice Admiral John Craine USN (ret), RADM Floyd Miller USN (ret), RADM David Brown USN (ret). The College is the largest and oldest

(founded 1874) maritime college in the United States. Admiral Carpenter’s bio appeared in these pages in June but in summary she has 34 years of military service, was one of the earliest female Naval Aviators, and has held many prestigious and important commands. Her photo appears in this issue. We hope to get to know her better as she eases into her job. She has promised to speak at a CMA luncheon in the future.

On another topic, WARTSILA (<http://wartsila.com/en/Home>), the engine and marine equipment manufacturer from Finland, with a US office in Houston, will donate a late model diesel marine engine valued at a million dollars to the Engineering Department at the SUNY Maritime College next month. To mark the occasion there will be two receptions hosted by Wartsila. The first will be October 12 at the college’s campus in Bronx, NY when the engine will be unveiled. The second will be October 13 when Wartsila and the College will ring the closing bell at the NASDAQ. CMA members are invited to both receptions. We will e-mail a reminder.

We hope to see you at the September 15th Luncheon --- an earlier date than usual to accommodate our speakers.

—Donald Frost

MARKET COMMENTARY

By Donald Frost

Wall Street refers to a “dead cat bounce” as a market or stock which shows life when the fundamentals indicate there is nothing to warrant optimism that may be reflected in the prices on a particular day. Judging from the ups and downs seen in the BDI over the last few months, I’d say shipping has been using a dead cat as a basketball and dribbling it up and down the summer court.

Staying with this analogy for a moment, in time the dead cat not only smells bad, but it deflates and the amplitude of the bounces and the interval between bounces become smaller. The good news is the new basketball season is nearby, as is the Fall harvest and the Northern Hemisphere grain shipping and heating season, so maybe, as the weather cools the smell will become less offensive, even if the bounces are less robust.

MEMBERSHIP NOTES

Please welcome our new members.

Tim Alch, VP - Senior Minerals Business Analyst, Behre Dolbear, New York, NY

Jason Chrzanowski, Finance Manager, Diamond S. Shipping, Greenwich, CT

Robert Gilman, President & COO Americas, ABS, Houston, TX

Rene Gaarden Jensen, Chartering Manager, J. Lauritzen (USA), Inc., Stamford, CT

Ophelia Karavias, Master of Public Administration, Columbia University Int'l Energy Mgmt., New York, NY

Alexis Lemon, Operations Coordinator, Baltic Trading, Ltd., New York, NY

Helgi Ruenne, Assistant to Operations Manager, Hydrex Underwater Technology, Clearwater, FL

Chris Stockinger, General Manager, PCL Shipping Inc., Stamford, CT

Stan Vassiliev, Business Development Manager, Germanischer Lloyd, Houston, TX

Hope to see you at the September 15th luncheon.

John Kulukundis
Membership Chair

JOB CREATION IN THE US – THE SHIPPING CONNECTION

By Donald Frost

I see jobs as three related problems – a short term one needing prompt action, and two longer term problems that address systemic problems in our society requiring substantial changes in how we think about jobs in an intensely competitive world.

I still think government can help to jump start the economy, but rather than trying to only stimulate consumption, we

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need to generate productive jobs (i.e.- stimulate the economy) that will contribute to solving the nation's longer term problems. As chronicled in an Editorial in the NY Times August 31, 2011, Christine Lagarde, the new IMF Chief made that point at a recent meeting with European central bankers. "She rightly called for: rebalancing global trade by stimulating demand in developing countries with big export surpluses ... and giving job creation priority over deficit reduction in the United States and Europe." "And while citing the necessity for long-term deficit reduction, she made clear that near-term policies must give priority to generating jobs, stimulating demand and renewing economic growth."

I suggest that the very core of the jobs should be rebuilding our nation's crumbling transportation infrastructure that is preventing our manufacturing and process industries from being competitive in the 21st Century. Along with this must come an acknowledgement that our education system is geared to the 20th Century and that even perfect delivery of the 20th Century product would still leave our graduates uncompetitive in today's global economy.

But how do we pay for it? Michael B. Likosky, a senior fellow at the Institute for Public Knowledge, New York University, suggested a solution in a NY Times Op-Ed piece (page A27) Wednesday July 13, 2011. He explained that President Franklin Roosevelt faced a similar predicament in the 1930s and the second wave of his New Deal programs pursued public-private partnerships and quasi-public authorities as sources of funding. He points to the Tennessee Valley Authority and its electrification of a huge part of the south east as a possible model for today's problems.

Alternatively, creation of an American Infrastructure Financing Authority could help move private capital, now sitting on the sidelines in pensions, private equity, sovereign equity and other funds to help the US catch up with other countries who have invested heavily in state-of-the-art water, energy and transportation infrastructure over the last three decades when nothing was invested in U.S. systems.

Infrastructure is only the first part of the plan. Today's knowledge based economy is made up of a relatively small

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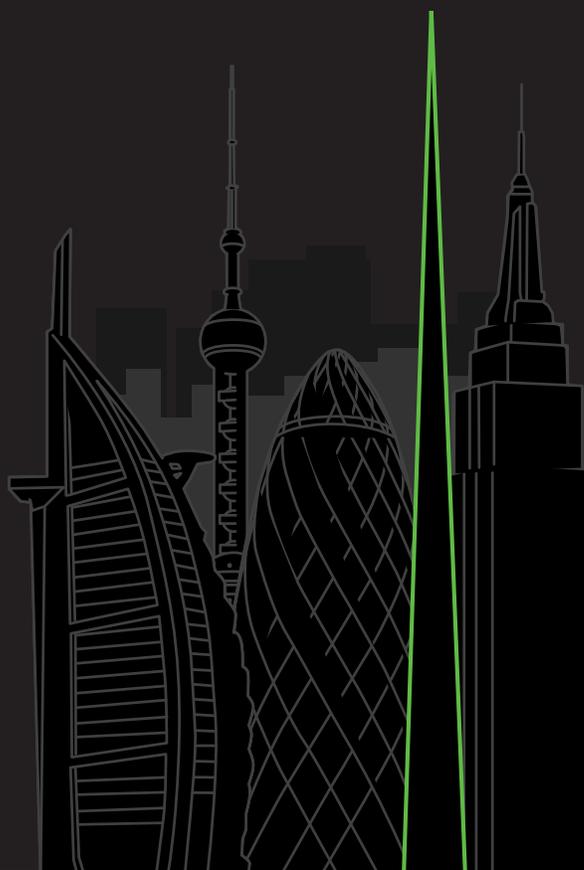
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number of well educated/well paid people. The knowledge based economy cannot be scaled up to address the loss of manufacturing in this country. In fact our national education system is in such a poor state that we will have to continue to import knowledge workers for at least another decade. Furthermore, a nation's economy is far greater than those jobs that are knowledge based. High Technology and Information, cannot sustain the country's economy alone.

Public services are used by and valued by all levels of society. These services require workers with lower skills and provide a great number of jobs. While the wealthy may be well off, by themselves they are unable (and unwilling) to pay the full price for these public services. The unskilled, while more numerous and intensive users of public services, cannot afford to fund those services by themselves either. We need to spread those costs over a larger portion of the population and this requires rebuilding a middle class. The middle class had been the base of our manufacturing economy that is now greatly diminished, but not gone. We need a middle class educated to meet the needs of business in the 21st Century to help support a public service sector that is valued by all of society.

Consider the following as academic background to my placing such a high value on rebuilding our transportation and logistics infrastructure:

- a. David Ricardo's treatise on Int'l Trade (1817) rationalized that trade of British woolens to Portugal and their wine back would benefit both nations. He based it all on the concept of "comparative" advantage in land, labor and capital. He did not count the cost of transportation.
- b. Michael Porter's (Harvard Business School) "competitive advantage" of the 1990s considers all factors in manufacturing and distribution while acknowledging that in an industrial economy land isn't really unique, labor has become mobile and the world is awash in capital.
- c. I think that today transportation and logistics are the "competitive advantage". Our state's and nation's transportation infrastructure is largely that of the early to mid 20th Century. That must change. Our roads, railroads, ports and intermodal access places the United State squarely among those of the third world or emerging nations.

There is more, but my point in this Newsletter is that our discussion of jobs goes far beyond just transportation or ships.

Two colleagues at the global transport finance desk of DVB Bank (Nick Moore and Toby Iles) will be rowing a 24 foot boat almost 3,000 miles across the Atlantic from the Canary Islands to Barbados in the Woodvale Atlantic Rowing Race 2011 in December. No, they did not lose a bet and they are not competing for the year's Green Shipping award. Toby and Nick are supporting the disaster relief charity ShelterBox, which provides support to people caught up in areas of devastation caused either by natural disasters or from conflict by delivering boxes of aid - specifically 40 foot ISO containers (which don't row or sail well).

Our plucky heroes are seeking support from our members for this charity. Their website where you can see a photo of their boat and donate is <http://www.boxnumber8.com>. It is called Box Number 8 – Atlantic Challenge. The number 8 is considered lucky in Singapore where Nick works. The trip will be sponsored with all the proceeds going to ShelterBox.

ShelterBox is an international disaster relief charity that delivers emergency shelter, warmth and dignity to people affected by disasters worldwide. ShelterBox is headquartered in Cornwall, UK. ShelterBox USA is a registered 501©(3) charity in the United States (check out <http://www.shelterboxusa.org>).

Our best wishes to Nick and Toby for their safe crossing and their cause.



Wanted: Host Companies

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

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: Massachusetts Maritime Academy has excellent graduates and interns who need your support.

If your organization is interested in a job candidate or student intern, 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.

They take courses in Finance, Accounting, marketing, Economics, Admiralty Law, Chartering & Brokerage, E-Commerce, Logistics/Supply Chain Management, Marine Insurance, to name a few. The internship periods are July-August and January-February.

If you have an opening or an interest in obtaining additional information on this program, please contact the Department Chair, Dr. Bani Ghosh at bghosh@maritime.edu at your convenience

(S9-04)

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-dimensional 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 5: Maritime Law graduate seeking a 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 communication. 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)

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: Demurrage Analyst

Gemini Tanker LLC in Stamford, CT is seeking experienced Demurrage Analyst

Position Summary

Handle the demurrage operations for a fleet of 30 tankers.

Major Responsibilities:

- Research and analyze demurrage claims and rebills for a fleet of spot vessels.
- Prepare and send demurrage claims, rebills and freight to customers in a timely fashion.
- Negotiate and track all open demurrage claims and rebills in a timely fashion.
- Monitor and maintain the demurrage and rebills portfolio including all receivables using online system and tools.
- Assist the post fixtures team in compiling data and preparing month end KPI's and reports for management.
- Provide feedback to the management in regards issues and events that have the potential of affecting demurrage, rebills and freight portfolio of the organization.

Requirements (Knowledge, Skill and Abilities):

- Minimum 3 years demurrage and post fixture experience or Ship Officer.
- Previous experience in working in a team environment meeting frequent reporting deadlines.
- Knowledge of tanker charter parties and applicable maritime laws is required.
- Strong communication, analytical and computer skills required.
- Experience in marine commercial operations for the type of the vessels managed.

Contact: Judy Drucker

E-Mail: judy.drucker@teekay.com

(HW09-11)

Position B: Sales Associate - Boston, MA

As a Veson Nautical Sales Associate, you will play a key supporting role as part of a global sales team at a vibrant software company. Reporting to the Director, Freight Trading & Risk Management, you will help manage and grow a dynamic pipeline of commercial activity. You will support the sales team by becoming a Veson product and service expert, managing internal sales processes, researching prospects, drafting sales proposals, conducting market research and analysis, assisting in trade shows and exhibitions, and coordinating with the Professional Services team. You will join a team of dedicated professionals in clearly presenting how Veson products and services rank above the competition.

Requirements

- 1-2 years' experience in business analysis, sales, or sales administrative support
- Experience in the maritime industry required
- Demonstrated high rapport building and consultative sales skills
- Evident enthusiasm and confidence; presents with impact

- Desire to work in a fast-paced entrepreneurial setting and to learn about a dynamic global industry
- Excellent organizational skills: ability to effectively prioritize work independently and efficiently
- Flexible to changing systems, requirements, and business needs
- Proactive, positive approach to work and polished demeanor
- Bachelor's degree in Business or related field
- Strong proficiency in computer software and tools including but not limited to: MS Word, Excel, Power Point

About Veson Nautical www.veson.com

Veson Nautical delivers software solutions and services that enable the commercial maritime community to make more informed decisions, simplify everyday operations, and maximize profits. With offices in Boston, Athens, Rotterdam and Singapore, Veson Nautical is a dynamic organization with a committed team of executives, product managers, software developers, and customer service experts. Dedicated to ensuring the highest levels of customer satisfaction, Veson Nautical brings decades of experience, technical knowledge, enthusiasm and commitment to clients around the world. The combination of exceptional market growth and leading market position make this a superb opportunity for the right candidate.

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- 401K + 4% employer match " Health Club membership subsidy
- Free Monthly T pass
- Free Wednesday and Friday lunches
- Friendly, informal work environment
- Offices in Boston's Back Bay

Company: Veson Nautical

E-Mail: hr@veson.com

Website: www.veson.com

Notes: Email a cover letter and resume

(HW09-11)

Position C: Circulation Account Manager

Due to expansion, LNG Unlimited [the world's leading publication for the Liquefied Natural Gas industry] is seeking a Circulation Account Manager to develop its fully paid subscribers in the Americas. This is an exciting opportunity for a sales person to join an expanding publication in a digital environment.

The ideal candidate must be able to demonstrate excellent telephone sales and negotiating skills and at all levels. A university degree and knowledge of, or experience in the LNG or Oil & Gas industry is preferred. You should be an enthusiastic, driven and ambitious sales professional with the ability to work under pressure whilst aspiring towards individual and team targets. This position will be based in either Stamford or Houston and offers a competitive salary plus performance related bonus, BUPA and other benefits.

If these qualifications meet your personal skills, LNG Unlimited can offer an exciting and rewarding position in a dynamic international environment. Applications and enquiries will be handled with complete confidence.

Please send your cover letter and full CV including references to: Neil Bester, Business Development Manager, LNG Unlimited. Email:

neil.bester@Ingunlimited.com. For further enquiries regarding this position please call Neil Bester at +442078422710.

Application deadline: As soon as possible

About LNG Unlimited

LNG Unlimited, a joint venture between Upstream and TradeWinds newspapers is a weekly electronic publication which gives a unique insight into the full LNG chain from drilling to delivery.

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Job description: Account Manager, Circulation LNG Unlimited

Developing LNG Unlimited's global fully paid subscriptions, including the following:

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- Establishing a good relationship and network with clients.
- Have a good team attitude and co-operate with the Circulation Account managers from TradeWinds and Upstream to establish new prospects.
- Handling of customer inquiries
- Prospecting for new clients through internal database, media, contacts, internet, trade fairs, conference lists etc.
- Analyzing areas of potential market growth in the industry sector
- Possible travelling to specified markets

Qualities you will need to demonstrate during your career:

- Enthusiasm for the job and commitment to gaining knowledge the LNG Industry and applying that knowledge to the sales process.
- Self-Motivation
- Resilience
- Punctuality
- Energy
- Computer Skills (basic use of database software, Word, Excel, E mail, Internet)
- Excellent telephone manner and achieving a minimum of 40 quality calls to prospects on a daily basis.
- Ability to discuss current affairs with top level management
- Presentation skills (written and face to face)
- Career mindedness

Contact: Neil Bester

Company: LNG Unlimited

Telephone: +442078422710

E-Mail: neil.bester@Ingunlimited.com

Website: www.Ingunlimited.com

Notes: Please send your cover letter and full CV including references
(HW09-11)

Position D: Commercial Marine Operator Tesoro (San Antonio, TX)

Tesoro Corporation, headquartered in San Antonio, Texas, is a Fortune 150 and Global 500 company with approximately 6,000 employees. As a leading independent refiner and marketer of petroleum products we operate seven refineries and more than 900 branded retail stations.

Our strength lies in our investment in employees and in their future. We measure success not only by the products we bring to our customers, or the financial results we deliver to our shareholders, but also by remaining true to our core values of honesty and integrity; respect and trust; com-

mitment to excellence; creative and entrepreneurial spirit; teamwork; and safety and environmental stewardship.

Discover your strengths and invest in your future by applying today.

This position coordinates and schedules crude and product movements on Tesoro chartered-in vessels. Using input from Supply Trading & Optimization devises most efficient and cost effective means to implement operating requirements. Coordinates day-to-day operations of vessels on voyage charter to Tesoro.

Key Responsibilities:

- Develops and implements schedule and cargo plan for each assigned Tesoro time and voyage chartered-in vessels consistent with company plan created by Supply Trading & Optimization and operating constraints of each refinery. Maintains schedules in IMOS.
- Oversees operations of Tesoro time-chartered vessels for optimal utilization and efficient interface with Tesoro refineries and terminals, and with other loading and/or discharge terminals in support of the System Optimization group.
- Tracks economics of each voyage and responds to market changes as practical to ensure maximum profitability on each voyage.
- Monitors and documents vessel performance per charter party terms and conditions and participates in reconciliation of performance and demurrage claims.
- Oversees vessel and cargo operations of Tesoro chartered-in vessels, including communications with vessels and agents, cargo optimization and documentation. Strives to continually improve processes and communications.
- Works with business groups and regions to address chartered-in vessel issues and constraints.

Education: Minimum undergraduate degree from maritime college.

Experience: Minimum 5 years related experience in marine operations.

Contact: Ron Ramirez

Company: Tesoro Corporation

Telephone: (210) 626-7612, E-Mail: Ronald.R.Ramirez@tsocorp.com

Notes: To apply directly (HW09-11)

Position E: Experienced Dry Cargo Broker

LB Chartering LLC, a major independent dry cargo broker in Stamford, Ct. is looking to expand.

The preferred candidate will have the following qualifications:

- Team player
- Minimum 3 years experience in chartering
- U.S. working papers in order
- Sense of diligence
- Strong analytical and communication skills

E-Mail: detlefjoerss@msn.com

Notes: Please apply in confidence to (HW08-11)

Position I: Operations Manager

TBS Shipping Services Inc. is a publicly held international shipping company, based in Westchester, NY. Currently there is an opening for a Vessel Operations Manager in our NY office. This position will be responsible for providing proper and timely conveyance of voyage instructions, including

pertinent details from the fixture recap/charter party and other information applicable for a particular voyage in line with company policies and practices. The position also will liaise and partner with our chartering department and our ship management company in providing support. Fleet operations include both owned tonnage and time chartered ships.

Job Duties and Responsibilities:

- Prepare and ensure compliance with voyage orders for safe and efficient voyages.
- Minimize voyage operating costs against voyage estimates.
- Work with Port Captain and Supervisors to optimize/maximize lifting capability of ships.
- Maintain our high service level to customers by remaining diligent to details while working with our Agency Network, brokers, agents and stevedores.
- Plan, monitor and co-ordinate bunker deliveries to the vessels in a cost effective manner.
- Ensure Port Logs and SOFs are properly prepared and maintained.
- Appoint agents and approve port disbursements and third party invoices.
- Create and distribute hire invoices and monitor payments.
- Check laytime calculations.

Key Qualifications/Requirements:

- Maritime University Graduate.
- Recognized Third Officer license or higher.
- 3 to 5 years office experience in commercial marine voyage operations.
- Demonstrated knowledge of shipping industry practices and vessel operations.
- Strong communication, analytical and computer skills required.
- US Citizen or Green Card Holder.

Company: TBS Shipping Services Inc.

Fax: 914-793-2519

E-Mail: recruiting@nyc.tbsship.com

Website: www.tbsship.com

Notes: Please send resume and salary requirements with the heading "CMA-Ops" on all transmissions. (HW08-11)

Position J: Operations & Assistant

Small ship broking company based in Southern Connecticut seeks ship operations and broker assistant. Should have desire and commitment to work in two-three person company.

Bachelors Degree or equivalent professional background is a requirement in maritime, business, management, economics or related fields.

Sea-going experience, knowledge and experience in commercial shipping, are a plus. Tankers and chartering experience preferred not but not essential.

E-Mail: jufaeq@yahoo.com

Notes: Please apply in strictest confidence. (HW08-11)

Position K: Operations Coordinator

Over the course of its 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 repu-

tation for reliable, efficient service achieved through a combination of first-rate people and first-class equipment. Moran is now a leading provider of maritime transportation services along the east coast and Gulf of Mexico. Moran Towing Corporation has an Operations Coordinator position immediately available in our company's dry bulk barge operating division headquartered in New Canaan, CT.

Responsibilities include: Daily operations of the company's dry bulk 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 standards; 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.

Moran Towing Corporation is an EOE.

Contact: Brendan Collins, Manager, Moran Dry Bulk

Company: Moran Towing Corporation

Telephone: 203.442.2855, Fax: 203.286.2160

E-Mail: Brendan.Collins@morantug.com

Notes: Qualified, interested candidates should e-mail a cover letter and resumé. (HW08-11)

Position L: Marine - Operations

Oldendorff Carriers USA, Inc is looking for to fulfill an operations manager position in our Stamford, CT office to handle day to day operations of our owned and time chartered vessels.

Duties:

- Operating our owned and time chartered bulk vessels
- Scheduling of voyages
- Voyage instruction to the captain of the vessels
- Nominating and communicating with port agencies
- Preparing and controlling cargo documents
- Taking care that all requirements of the charter party are followed / fulfilled
- Person in charge for all commercial / operational / post fixture matters for the respective vessel

Profile

- Prefer shipping experience with relevant qualifications
- Aptitude to negotiate
- Expertise in international shipping and contract law
- Enjoy working in a team environment

Contact: Lutz Lange

Company: Oldendorff Carriers USA

Address: 850 Canal Street, 3rd Floor, Stamford, CT 06902

Telephone: 203 487 7313, Fax: 203 487 7310

E-Mail: lutz.lange@oldendorff.com

Website: www.oldendorff.com

Notes: Please send your resume and cover letter (HW08-11)