

UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2013

**Thursday, September 26, 2013
CMA Monthly Speaker Luncheon**

Speaker: Tom Beney, President,
Cargill Ocean Transportation USA

“Rising to the Challenge – from Mountains to Markets”

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

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

Members: \$45 per person / Non-Members: \$50 per person

OCTOBER 2013

Wednesday, October 9, 2013

CMA Education Foundation Debut Fundraiser

Cocktails and Passed Hors D’Oeuvres: 6 pm-8 pm

Morton’s Steakhouse – Stamford

377 North State St., Stamford, CT 06901

Valet Parking Available

Space is limited to 150 guests

\$75.00 donation required for attendance

See more inside

Thursday, October 24, 2013

CMA Monthly Speaker Luncheon

Speaker: Einar Winge-Sorensen, President, TBN Chartering
“FFA or FU?”

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

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

Members: \$45 per person / Non-Members: \$50 per person

**For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717 or Anne Ext 3725
Or email conferences@cmaconnect.com**

PRESIDENT’S NOTES

From the Industrial Revolution of the 1760’s through to current times, never has the Maritime industry experienced changes and innovation at such a pace as in recent years. To name a few: cargoes, vessels, destinations et al, change in the blink of an eye, driven by the immediacy of modern communications.

The older maritime generation – both shorebound (desk bound or otherwise) and seagoing - have looked on in various stages of bemusement. Offices have become quieter

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as texting, i/m'ing and all forms of computer communications have combined with emails to replace the chatter of telexes, the hum of telephone conversations and the beeping of faxes. It was sink or swim.

Luckily, we are an adaptable lot, and most were able to come to terms with these developments. But, I ask myself (and I know of many out there who also ask the same question), is it all for the better? Are we losing the art of conversation? Should we just i/m our colleagues across the office? Should we just text our customers, suppliers, brokers and even our friends?

Last week saw the death of two Master Wordsmiths, both from extremely different walks of life. David Frost, became a household name when he interviewed Richard Nixon and got to the man beneath the Presidential barricades. Seamus Heaney, "The Irish Poet of Soil and Strife", the 1995 Nobel Laureate of Literature, who the NY times described as "often called the greatest Irish poet since Yeats".

Both were aged 74.

I truly wonder what thoughts these gentlemen had on these recent developments? Nixon would never have exposed his inner self in an i/m conversation, and Seamus Heaney's "Land of password, handgrip, wink & nod" would never have the same depth of meaning if shortened to "PHWN"!!

I have no doubt that texting or i/m'ing acronyms have their place in the interest of speed...but accuracy? I doubt it...as is evinced by some very amusing websites (you can look them up) which show the dangers of the autocorrect programs.

So yes, there is a place for these modern methods of communication, but ask yourself – do these replace a good chat? Or a shared laugh? Or an in depth, well laid out explanation to bridge a lack of understanding between parties?

I leave you to your own conclusion.

Ian Workman / President

FROM THE EDITOR

Back to school! This year I think the kids have a better deal than those in the shipping business. At least they don't have to worry about business and jobs. Having been through such an ordeal more than once in my career, I can empathize with those who are struggling to keep the ships employed as well as those who are trying to get their cargo moved at a price that their customers will accept. Those who are still buying, selling and financing ships will soon face similar issues.

As Congress reconvenes I refer you to McKinsey's Global Institute "Game Changers: Five opportunities for US growth and renewal" (July 2013). Our businesses (trade and transportation) encompass two of the five – trade and infrastructure. Often we forget we are the leading edge of globalism and are very much a part of the future. A key word in the study was "competitiveness" not only in trade and the ability to execute trade (infrastructure) but also "talent" (education—a third game changer).

...

My irregular column, Factoids & Stuff, this month contains more than the usual references to government indifference, mismanagement and/or unanticipated outcomes to transportation/logistics programs and policies. I do not wish to appear mean spirited, but until taxpayers inform their elected officials of their errors, nothing will be done. An informed activist electorate is imperative if we are going to avoid further self inflicted economic pain.

...

Here are a few things I thought you might want to know about:

- Although it took place September 4th you might be interested in the discussion at the New York Metropolitan Transit Council's meeting regarding adoption of the region's \$700 Billion Transportation Plan and the special presentation "Making New York's Transportation System More Resilient." You can Google "NYMTC" for the link. The October meeting will discuss plans for a Trillion dollar program for 2020 and beyond.
- Dates and details of ASBA's series of intensive live and online shipping lectures/seminars can be found on their website www.asba.org. Check them out. You can also find details of their annual Cargo Conference to be held in



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Miami October 2-4, 2013 at the website.

- You probably already read about TradeWind's Jones Act Forum at the New York Yacht Club September 18, 2013. I'd like to hear your thoughts on the Jones Act, whether the "build in America" part might be amended for other than tankers and where the money will come from, etc.
- This year we celebrate Richard Wagner's (German composer of operas such as "Die Valkure" and other light classics) 200th birthday. No cards necessary.

...

EIGHT BELLS

Most of you did not know Thomas Bene, who was President of Skaarup Shipping at his retirement. Sadly Thomas, with whom I worked with for more than twenty years, passed away August 8th after a long illness. Thomas' shipping career spanned six decades, five of which were at the Skaarup Group. The attendance at the memorial service August 31st reminded me that no matter how competitive our industry is, it is still a "people" business. Many things have changed but it is the people who make the industry special.

Don Frost

MEMBERSHIP NOTES

Please welcome:

Mr. Raymund Bacani, Fuel Trader, Bunkers International, Lake Mary, Florida

Mr. Douglas Courtot, Student, Massachusetts Maritime Academy, Wrentham, Massachusetts

Mr. Timothy John Covell, Graduate Student, SUNY Maritime, Astoria, New York

Mr. Ryan Picou, General Manager, Separator Spares & Equipment, LLC, Houma, Louisiana

Mr. Andrzej J. Szadzinski, Commercial Dir., Remontowa ShipRepair Yard, Gdansk, Poland

Mrs. Amber Nicole Watters, Corporate Recruiter / McAllister Towing, New York, New York

Prof. Shmuel (Sam) Yahalom, Professor, SUNY Maritime College, Bronx, New York

We hope to see you at an event soon.

Brian Robinson, Membership Chair

TAKE ME OUT TO THE BALL GAME!

The season is winding down. Playoffs are scheduled for September 13, 20 and 25 under the lights at Wilton High School 395 Danbury Road, Wilton, CT. Mark your calendars and plan to help cheer for your favorite team.

Len Faucher, the "God of Games", will be back next month with news about paint ball, a possible skeet event and the finals of softball.

SAVE THE DATE



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**Cocktails and Passed Hors D'oeuvres:
6PM-8PM**

**Morton's Steakhouse – Stamford
377 North State St., Stamford, CT 06901
Valet Parking Available**

**Please RSVP to Eric LaRosee by
September 30th
elarosee@cma-edu.org**

**Space is limited to 150 guests
\$75.00 donation required for attendance**

EDUCATION UPDATE

It's been an exciting 2013 thus far for CMA's education programs! This year, the CMA Education Foundation will give \$58,000 in support of students – a banner year for us. With this in mind, I wanted to let you know where this money goes, and ask the CMA membership to support these programs with tax deductible donations to the CMA Education Foundation. Don't think of it as just a donation – think of this as investing in your future colleagues and employees! Participate in their formative education by supporting our education programs, and taking students on as interns. I am confident that the payoff will be greater than the dollar value of any donation made.

Here are the numbers for 2013. Through your continued support, we have given:

- \$1,000 in prize money to the CMA Essay Contest winners
- \$27,000 in scholarships to 18 deserving high school and college students (\$1,500 each)
- \$30,000 in internship stipends to 37 students, at \$125.00 per week.

Our interns this year have come from not just the Maritime colleges, but also from other schools such as Wharton, Cornell, Tulane, NYU's Stern School of Business, and others. We are getting top notch students from a variety of backgrounds and experiences into the pipeline for a Maritime career, giving them the opportunity to learn from us, and sometimes, giving us the opportunity to learn from them! The interns have worked in both the dry and tanker markets, at broking shops, investment groups, ship owner/operators, and even a large salvage company and the Port Authority of NY/NJ. The program is doing just what we set out to do – support students and encourage them to

Support the bright young men and women who will participate in our 2013 Tugboat Program

VIRGINIA'S
HOUSE OF HOPE 

Virginia's House of Hope Tugboat Program was created to set a course for qualified candidates, and assist them in obtaining the vocational and training opportunities that will launch a rewarding maritime career. Please join us for our second Gala Reception to support the deserving students in our program.

Thursday, September 19th, 6:00 PM
Downtown Association, 60 Pine St., NYC

Tugboat Program Gala Reception

Open Bar
Passed Hors D'oeuvres

General Admission: \$200
VIP Admission: \$400
Tugboat Captain Sponsorship: \$10,000
Tugboat Mate Sponsorship: \$5,000
Tugboat Engineer Sponsorship: \$3,000

For tickets and sponsorships please visit: www.virginiashouseofhope.org
Contact Virginia's House of Hope at outreach@virginiashouseofhope.org or 917-854-4040

join our great industry. I think it's fair to say that we interact with maritime professionals each and every day who participated in the CMA internship program back when they were students – they work in every facet of our industry. Ask around a little bit – it won't take very much to find them.

But here is the reality. We cannot do this without your support, both in terms of hosting interns, and in financial donations. We have gotten lots of great feedback from host companies about the hard working, interested and excited interns that they have hosted this year, and in years past. We are so appreciative to every company that has taken the time and made the effort to host an intern – it is no small task. However, at the same time, if you have had interns supported by the CMA stipends, PLEASE consider making donations to the CMA Education Foundation to help us keep the program running in the years to come.

On October 9th, the CMA Education Foundation will be hosting our first fundraising event at Morton's (there will be valet parking!), and we are asking that our CMA members, where possible, dig deep into their pockets, and give what they can. Your participation and support in our educational programs will pay big dividends to our industry in the future! We look forward to seeing you all on October 9th, where we can tell you more about the work that we're doing!

Thank you.
Joe Gross
CMA Education Chair and CMA Educational Foundation
Board Member

CMA INTERNS – WHAT I DID THIS SUMMER

This month **three** interns share their experiences with us.

Kayla Brooks

My name is Kayla Brooks and I was a summer intern at the chemical shipping company Stolt-Nielsen Inc. I am going to be a freshman at Cornell University this fall. I am currently enrolled in their college of engineering and my interest is in chemical engineering. This is what drove me to pursue a summer internship at Stolt.

Actually this is my second summer working at Stolt-Nielsen. I had an overall positive experience last summer and sought another internship with the company this summer.

This summer I learned many valuable skills and improved upon the skill set that I had acquired last summer. I expanded upon my prior knowledge of their operating system IMOS (Integrated Maritime Operations System) and tackled projects that required heavy usage of, and familiarity with, IMOS.

In addition to using IMOS for large projects and vessel forecasts, I also used IMOS to prepare the Morning News for the section of the office in which I worked, TPW (Trans Pacific West). While compiling the Morning News every day, I had to go into IMOS and use the vessel schedules as well as the Approved Cargo Bookings List to prepare a packet of information that the ship operators and sales managers could refer to while booking and nominating cargoes.

The Morning News had to be finished as quickly as possible and forced me to hone my efficiency skills and improve my time-management skills. I learned how to prioritize tasks and manage tight deadlines. Although there were some difficulties getting reacquainted with the operating system at first, I found that I was able to jump back into IMOS quickly. Working with IMOS overall furthered my interest in the chemical shipping industry and peaked my interest in how business is done with the tankers in the modern day world.

In addition to working with IMOS, I also learned how to file and prepare old contracts of affreightment for storage and reference. I learned which contracts of affreightment (COAs) were associated with the different trade lanes at Stolt and how to identify the specific trade lanes by looking up the ports at which the different ships called. This experience with classifying COAs was new to me, and made me appreciate the sensitive nature of business at Stolt-Nielsen.

Besides filing and classifying COAs, I also had to witness the signature of a few COAs, which were very interesting experiences. I had to sit down in a conference with a ship operator and the office manager, and sign off on every page of the COAs that I had witnessed and the office manager's signature. I really liked this legal view of the contracts of affreightment and enjoyed being part of the process.

During my time at Stolt-Nielsen, I learned which chemicals could and could not be shipped together. Working with the COAs exposed me to the myriad of clients with which Stolt does business. This exposure appealed to my interest in

chemistry and I enjoyed seeing the different applications of chemistry in the practical, working field.

I learned a great deal of information and many new skills while at Stolt-Nielsen. I honed my interpersonal, organizational, and managerial skills and I improved upon my leadership skills by heading up task teams and vessel schedules. I learned how to operate the maritime operating system that is used across the world.

The total experience intensified my passion for chemistry and introduced me to the business side and applications of the science of chemistry.

...

Alexander Schröder

My name is Alexander Schröder, and I am entering my junior year at Hobart and William Smith Colleges located in upstate New York, working towards an International Relations major and a concentration in Global Security and Diplomacy with a minor in Economics. I was very motivated and interested to get involved in shipping and decided to seek out an internship this summer that would help me experience first hand what it's like to work in the shipping industry.

After looking at numerous companies I decided that Genco Shipping and Trading Limited would give me the insight I was looking for to start looking into what it's like to work in a shipping company. The thing about shipping is that there are many dimensions involved and numerous branches and Genco fit into the drybulk side of the trade.

Genco's offices are located in New York City, which would mean I would be making the daily commute from Westport to New York City on the train for the first time. I was very excited to begin learning all there is to know about shipping and the drybulk industry.

My duties at Genco involved reading daily market reports, which would come in first thing in the morning. After reading the reports and making an educated guess on what the market would do that day, I would help formulate drybulk estimates for their handymax, panamax, and handysize vessels that would then be used in estimating the price of voyages. Sometimes I would be handed offers from brokers who would want to ship, for example, coal from Australia to India. I would then formulate, by hand, the cost of the voyage by seeing how many nautical miles the trip would be, how many days it would take and how many bunkers would be burned. I could then see if the price the broker was asking for was a reasonable one or not.

Looking back on my experience I am amazed at the amount of knowledge I gained in such a short period of time. It's very rewarding to be able to have in-depth conversations with other people who work in the shipping industry about things that are happening today and be able to hear different perspectives from diverse sides of the industry. For example what it's like working with dry cargo versus working solely with products/chemicals.

To be able to work for a company like Genco was truly a rewarding experience and helped spike my interest in the world of shipping. I also appreciated working with the very international group of co-workers at Genco – especially the Greeks. They made my time very enjoyable and I gained a new appreciation for all things Greek, so much so that on my last day I decided to bring for the office fresh spanakopita and baklava from a bakery across town, to everyone's enjoyment.

...

Hasan Kayar

Chembulk Management LLC was founded in February 2007 with the acquisition of MT Maritime's (MTM) a 16 vessel chemical tanker fleet (with all contracts of affreightment included) by AMA Capital Partners. There are offices in Singapore, Netherlands, and the United States. When I was working as a broker back in Turkey, I was in touch with Chembulk's Copenhagen office and I was very lucky to meet CEO of the company, Jack Noonan, at a Marine Money conference.

My internship was for whole summer. Chembulk's office structure is divided into Management, Chartering, Operations, Accounting, and Administration. Although I learned something from everyone, I spent the majority of my time with Chartering and had chance to see all the commercial exchanges.

COO of the company, David Beun, familiarized me with the Association of Ship Brokers and Agents for Tanker Voyages (ASBATANKVOY), the most common form of Tanker Voyage Charter Party. The chartering team taught me how to use the Voyage Calculator program on the computer. This made calculating required break even freight rates and time charter equivalents (TCE) super convenient. Higher freight rates are generally charged for cargoes travelling long distances not only because more fuel is consumed, but also because time is money. The longer a cargo remains on board, the fewer resources Chembulk has to market. I witnessed numerous negotiations with brokers and charterers via email and telephone. I learned about the

strategies and processes of fixing part cargoes on established trade routes.

Chartering Department interaction with Operations was a precise art and cleanly articulated. Watching the chartering/operational process manage itself was like clockwork, but after spending the next week with the Operations team, I found that the efficiency of the Floor could be accredited solely to the professionalism and foresight of each employee.

I spent lots of time at Chembulk with Powan Liew, the industry's top specialist in demurrage. After teaching me the basics of demurrage, Ms. Liew gave me a variety of cases to practice demurrage calculations.

The most exciting experiences of my internship were the business lunches and dinners where I attended many cocktail receptions, happy hours, CMA's picnic..etc.

In the office, every person took an active interest in my learning and provided me with comprehensive, hands-on training in their specialty areas and I am so much grateful to Chembulk and CMA which played an important role for me to meet the CEO of BLT Chembulk Tankers.

LLOYD'S LIST TO LAUNCH

NORTH AMERICAN MARITIME AWARDS

The global maritime newspaper, *Lloyd's List* is adding North America to its stable of international shipping awards and the inaugural event will be held in Houston on February 19, 2014.

The Editor of *Lloyd's List*, Richard Meade, said that while there were already some maritime awards events in place in North America, many had a singular focus whereas the *Lloyd's List* North American Shipping Awards will embrace the entire maritime sector from international operators and inland operators to offshore, from port operators to technical achievements, from training to recognising the maritime deal of the year.

"We will also be honouring individuals, including seafarers, those in the news and providing special recognition for lifetime achievement for a true champion of the North American maritime industry," he said.

"The awards will be rotated annually to various major maritime centres around North America in future years and will complement similar award events we already stage in London, Greece, Asia, Middle East/India and Australia," Mr Meade added.

The American Bureau of Shipping will be the principal sponsor of the inaugural event.

Several leading North American maritime associations are officially supporting the awards including the Chamber of Shipping of America, Cruise Lines International Association (CLIA), the Shipping Federation of Canada, West Gulf Maritime Association, New York Maritime Inc. (NYMAR), WISTA USA, the North American Marine Environment Protection Association (NAMEPA), the American Salvage Association, **Connecticut Maritime Association**, International Propeller Club, National Ocean Industries Association (NOIA), the North American Maritime Ministry Association (NAMMA), Houston Maritime Arbitration Association as well as the Port of Houston Authority.

The awards will be judged by an independent panel of industry experts, which includes Joe Cox (President, Chamber of Shipping of America), Michael Broad (President, Shipping Federation of Canada), Bud Darr (Senior Vice President, Cruise Lines International Association), Niels Aalund (Senior Vice President, West Gulf Maritime Association), Bob Somerville (former Chairman of the American Bureau of Shipping), Nicky Pappadakis (President Emeritus, INTERCARGO) and Eric Seither (Executive Director, Society of Naval Architects and Marine Engineers).

Lloyd's List has also appointed well-known maritime figure, Carleen Lyden-Kluss as its awards representative in the North America.

Within the next couple of weeks, the categories will be announced and the submission process will begin. As a Supporting Organization, the CMA encourages our members to submit themselves for the appropriate categories, or other entities whom they feel are deserving of this important recognition.

For more information go to <http://www.lloydslist.com/awards> and click on the North American Awards.

FACTOIDS & STUFF

By Donald Frost

The Constitution of the United States was adopted September 17, 1787 and after ratification by the States, became effective March 4, 1789. One of the first official actions by Congress was to pass a law that assessed duties on arriving vessels at our ports. However, they forgot to provide for the payment of such duties. The Collection of Duties Act was passed on July 31, a month after establishing the duties. In keeping with modern political process, President Washington did not hesitate to appoint various Collectors of Customs. (My thanks to Dennis Bryant's blog)

In the year 2013 US Customs and Border Protection issued a schedule for the completion of a computerized modern trade processing system call the Automated Commercial (earlier known as Customs) Environment (ACE). You can read the schedule on Dennis Bryant's blog

of August 9th. However, following the 1789 model, ACE, which has been under development since before 1994, will not come into force until October 2016. Maybe!(Editor's note: Until the passage of the 16th Amendment to the U.S. Constitution, and its ratification by the states in 1914, almost all the Federal Government's revenue was derived from Customs Duties. This is still a major source of revenue yet Congress fails to make it an important issue.)

The new Panama Canal locks will accept vessels to a maximum length-over-all including bulbous bow of 366 meters. Maximum beam 49 meters and max draft at 15.2 meters Tropical Fresh Water at a Gatun Lake level of 25.91 meters or higher.

The Office of the Inspector General of the US Dept of Transportation issued an audit of the Maritime Administration's Port Infrastructure Development Program on August 2, 2013. The audit found that MARAD had not established an effective oversight mechanism. MARAD's first project at the Port of Anchorage, Alaska was estimated to cost \$211 million. The actual cost will be well over \$1 Billion and will be completed at least 8 years late.

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

SHIPPING 2014
North America's Premier International
Shipping and Trade Conference and Exposition

SAVE THE DATE!!

March 17, 18 & 19, 2014

The Hilton Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at
Tel. +1.203.406.0109 ext. 3717 • Fax. +1.203.406.0110
Email. conferences@cmconnect.com OR
visit us at www.shipping2014.com

Responding to the claims that the Harbor Maintenance Tax paid on imports is responsible for cargoes being diverted from US ports to Canadian or Mexican ports, both U.S. Senators from the state of Washington (Patty Murray and Maria Cantwell) came up with an idea on August 15th. Replace the HMT on cargo, with a nearly identical charge on U.S. bound cargoes entering North America through ports in Canada and Mexico. No mention was made regarding the disposition of NAFTA cargoes. Also it would seem the Senators never heard of trade wars or the effects of “competitive advantage” as espoused by Prof Michael Porter. (Editor’s note: From the nation’s founding until 1986 all dredging and harbor maintenance was paid for by the Federal Government on the theory that trade benefited the nation as a whole. Congress created the absurd idea that trade only benefits ports.)

Connecticut came in next to last in CNBC’s poll of America’s Top States for Business 2013 rankings. All 50 states were scored in ten broad categories, weighting the categories on how frequently they are cited in state economic development materials. Connecticut scored best in Education (5th out of 50), but its worst scores were in Infrastructure (49th out of 50) and Cost of Living (48th out of 50).

Starting October 22 the US Coast Guard National Vessel Movement Center (NVMC) will not accept Notices of Arrival/Departure (NOAD) using InfoPath Template 6.0 or 6.1, Workbook 7.0, and OCS Notice of Arrival (NOA) Workbook 1.0. Users should use NOAD InfoPath Template 6.2.1, NOAD Workbook 7.1, or OCS NOA Workbook 1.1.

Captain Max Hardberger, master mariner, maritime attorney and ship repossession expert wrote a point-of-view column for the WorkBoat Magazine published August 13, 2013. You may recall he spoke at our last meet-the-author dinner (April 30, 2013), His article titled “The Jones Act: Road to repeal” draws an interesting comparison between the IRS tax code and the Jones Act both in terms of their pervasiveness and complexity, and the degree of difficulty to make changes in these laws. He wrote an earlier article for the WorkBoat April 2, 2013. I recommend you read both articles especially if you are attending the TradeWinds Jones Act Conference in New York on September 18th.

Bouchard Transportation Company announced a plan to establish a Tug & Barge Simulation Center on the campus of SUNY Maritime. It will be funded by a gift of \$750,000 provided by Bouchard. (Editor’s note: Now to replace the

school’s 50+ year old training ship – a challenge for the other state maritime schools as well.)

MY LIFE IN THE ROYAL NAVY – 1899-1947

A SAILOR’S STORY - PART II

By Hugh Turnour England

It was during a landing at Mossel Bay (South Africa) that I made a great friend of Petty Officer Ashley. He had received a Conspicuous Gallantry Medal when serving with our Naval Brigade, and was recommended for a commission on the field. He was one of the old stamp of Petty Officer. He would never have passed the Educational Test introduced later on, but was a born leader of men.

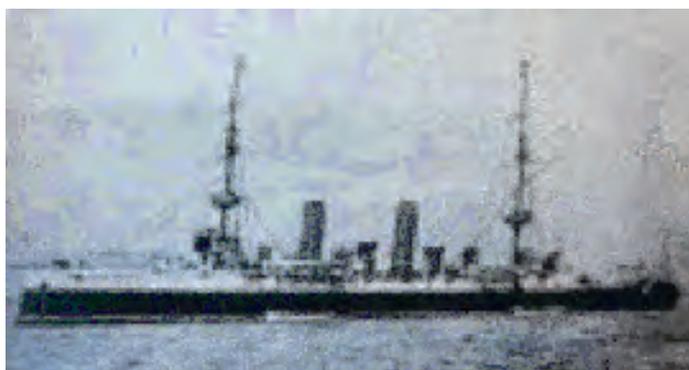
My memories of being a midshipman at 16 would not be complete without mentioning how much I relied on the Petty Officers and senior ratings. Soon after joining the “Doris” I was placed in charge of the sailing barge, a large boat with two dipping lug sails. My first trip was into the fleet landing at Simonstown. A South Easter was blowing hard and I had to sail in with a following wind rounding up against this small float. There was no breakwater then. It was a frightening proposition at first, but my Leading Seaman gave me confidence, who I confess at one time also had his hand on the tiller but all went well. These men were the salt of the earth. I remember King George 5th once said that the coxswain of his seaboat taught him all the seamanship he ever knew.

Another memory I have concerns our Kroomen, natives of West Africa about 30 of whom were in those days carried by ships on the Cape Station. They were most delightful men, very loyal and could work under any conditions of heat. Their main job with the midshipmen was to teach us how to make knots and splices and we used to pull their legs unmercifully. They all had fancy names, the Head Krooman, a big man over 6 foot tall, was Jim George, while others included Prince of Wales and a very small man was called Half Penny. We were very fond of them.

Among the interesting people I met while serving in the “Doris” was Rudyard Kipling. He was not very popular at the time as he had recently written his poem “The absent minded beggar going to Table Bay”, which mentioned “Flannelled fools still playing cricket”. Nonetheless, he was

nice to us midshipmen when we met him in the Simonstown Club. I also remember Mrs. Vincent, my brother Neville's mother-in-law, trying to get me interested in a dark little girl, daughter of a Rand Millionaire, but I failed to be attracted by her.

Beyond marching many miles a week we often used to go on bathing picnics to Smithwinkle Bay, about ten miles from Simonstown on the way to Cape Point. There were no roads to the Cape in those days. I believe is now a motor way and tourist attraction. Bathing baboons were a menace. Unless one concealed one's clothes and picnic baskets they stole them and you never saw them again.



HMS "Doris"

Passage Home

My time in "Doris" came to a close in April 1901, when we sailed home, being cheered by all ships present on leaving harbor. We had the retiring Commander-in-Chief, Sir Robert Harris and his daughter Dorothy onboard and called at Ascension Island and Las Palmas on our way to Plymouth. At the former we embarked some enormous turtles, about 3 feet across, which I believe were presented to the Royal Family and the Zoo.

Until we got North of the Canary Islands, we proceeded at a very moderate speed. The reason, we were lead to understand, was that the C. in C. could continue to draw his table money till we reached the limits of the station. This, we midshipmen thought was rather mean of him. Our hero was Captain Prothero who we all admired tremendously. One incident I remember during the voyage was when I was sent in the morning watch with a message for the Admiral and found Dorothy Harris in her bath in the after cabin. Needless to say I bolted like a scalded cat and heard no more about it.



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- William Nugent, Vice President Technical Service Group, OSG Ship Management
- Joseph McKeown, Technical Director, V Ships US
- Robert Bullen, Fleet Manager, Maersk Lines Limited
- Mark Remijan, Manager of Operations, APL
- Johan Sperling, Vice President, Crowley/Jensen Maritime
- Capt. Donald Carroll, Vice President, Group Operations, MT Maritime Management Group

- Andres Aasen, Assistant Vice President, Global Maritime Tech Service, Royal Caribbean
- Capt. Jatinder Sandhu, Operations Manager, Heidmar/Bluefin Tanker
- Kartik Ahuja, Director, Commercial Operations, Gemini Tankers
- Erny Otterspoor, Vice President & Technical Director, Roymar Ship Management
- Capt. Rene Menzel, Managing Director, HAMMONIA Reederei
- Ben Terra, Operations Manager, Diamond S Management
- Angus Campbell, Managing Director & Thomas Monteiro, Director, Marketing & Business Development, Bernhard Schulte ShipManagement

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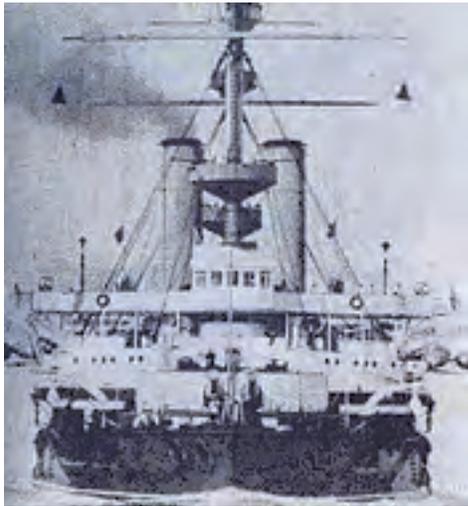






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www.shippinginsight.com

“Doris” arrived at Plymouth on 9th May, 1901, where she was payed off and we midshipmen were given a fortnight’s foreign service leave, after which I was appointed to the battleship “Magnificent” in the Channel Fleet for a short period. I but remember very little about my time in her. On 9th July I joined the battleship “Albion” at Sheerness for passage to the Mediterranean, having been appointed to the old battleship “Hood”, but on arrival at Malta I and the other midshipmen travelling with me found our appointments had been changed to the newer battleship “Illustrious”. We were in luck as the old “Hood” was reported to be stinking with rats.



“Hood” in 1901



HMS Illustrious (Majestic class battleship)

My recollections of “Albion”, which was on passage to the China Station, are not happy. She was commanded by Captain Hewitt, a brilliant officer who had received early promotion, but unfortunately drink was his trouble and some of his officers followed his example. I believe he faded out and retired from the Navy not long afterwards

and he must have been a great loss to the service. It might be worth mentioning that in those days officer’s certificates, commonly called flimsies, which they were given by Commanding Officers when leaving their ships always started with a remark about their sobriety. Hopefully, as commanding officer for many years I was always able to say “This officer has served with sobriety” and never had to write the opposite, but there is no doubt drink had been a curse in the Navy in former years.

QUOTABLE QUOTES

Today we use 60% less energy per unit of G.D.P. than we did in 1973 (the rise of OPEC). If the trend continues, we will use half the energy per unit of G.D.P. in 2020 that we used in 2012. To make matters better (or worse if you own VLCCs) a large part of the energy used in 2020 will be renewable. Then there is the increase in oil and gas production in the U.S.. The Middle East, therefore, is China’s problem.” --- Philip Yeager, energy economist.

“The fear is that a delay in Ballast Water Convention ratification could mean it will be out of date before it applies.” -- Hyde Marine (SOLUTIONS August 2013)

There is nothing more frightening than ignorance in action --- Goethe

I like pigs: Dogs look UP to us; Cats look Down on us; Pigs treat us as EQUALS --- Winston Churchill

Roses are red, violets are blue, I’m schizophrenic, and so am I. --- Frank Crow

(Definition) Thesaurus: ancient reptile with excellent vocabulary --- Noel Webster

If things get better with age, I’m approaching magnificent -- The Ancient Mariner

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 \$75 per year or \$35 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: sergiybilyy@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 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 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)

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 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)

Candidate 9: S&P Projects, Business Development

Avid Shipping Professional with ten years experience in Shipping Finance as well as six years experience in Relationship Management and Business Development in the shipping industry, I currently seek the opportunity to add value and strengthen my knowledge in a new professional setting in the S&P market.

I was involved in several business projects and of all the achievements mentioned on my curriculum vitae, undoubtedly, my biggest success is reflected by the 223% annual increase of the Shipping Department portfolio, the second largest annual increase among the Greek shipping banks for the fiscal year 2007 – 2008.

Considerable experience in market analysis, strong organizational, communication and problem solving. Handled a diversified portfolio, establishing all departmental procedures and worked effectively in cross-teams. Continuous professional development (Institute of Chartered Shipbrokers, Hellenic Shipbrokers' Association).

I am certain that my experience so far can add value to an organization. I would welcome the opportunity to discuss how my knowledge and skills may contribute to your company's growth and profit increase. My CV is available on request.

Contact: Alexandros Valentis

Cell: +306937862614

E-Mail: alexandrosvalentis@yahoo.gr

Notes: <http://gr.linkedin.com/in/alexandrosvalentis> (S12-10)

Candidate 10: Commercial Trainee position

My ultimate aim is to snare a Commercial Trainee position ideally within a broker.

My Trade, Shipping and Finance plus my customer skills and my momentum set me apart.

My relevant abilities include:

- Be the a problem solver and a real facilitator with Demonstrated abilities pertaining to sales presentations, cold calls.
- High-Energy personality, self-confidence, trader mentality, real desire to win and become the next star performer in the team who is driving the business.
- Be professional, maintain my honesty, be fair and personable with people.
- Thorough knowledge and contacts in the North America Shipping and S&T environment.
- Enthusiasm to develop niche markets under the radar/ what is coming next in this future economy.
- Speak English and French and ability to deal effectively with people of different ethnic and professional backgrounds.

Telephone: 1-506-801-2185

E-Mail: jacquessimon506@gmail.com

Notes: ca.linkedin.com/in/simonj1/ (S13-04)

Candidate 11:

Bilingual (Spanish- English), Maritime College graduate, Masters of Science in International Transportation Management, as well as Masters and Bachelor Degree in Labor Relations.

Other Qualifications:

- Knowledge of maritime port, terminal, and logistics operations.
- Academic and professional experience in managing all aspects of employee relations.
- Four years Program Management experience including developing, managing and tracking budget parameters, analyzing and implementing administrative procedures, and quantitative and qualitative data analysis using Excel, Power Point, and other Microsoft and Cloud applications.

Certifications: Company Security Officer, Facility Security Officer, Vessel Security Officer

U.S. citizen. Willing to relocate.
Contact: Ana Liz Figueroa-Young
Mobile: 646-784-5750
E-mail: analizfg2@gmail.com or anafig.11@sunymaritime.edu
(S13-05)

Candidate 12:

Experienced Commerical Operator
Experienced Commercial/Tanker Operator looking for a relevant position in a NY shipping company or the Tri-State Area.
- 8 years experience in Operations & Post Fixtures in both Tankers and Bulkers
- MS in International Transportation management from SUNY Maritime

Area of Specialization

- Provide Documentation, Information and Questionnaires for Vessel's Fixture
- Daily Vessel Operations & Post Fixture Operations / Charter Parties
- Cargo Document Review & Authorization
- Voyage Orders/Agency Appointment/Vessel Instructions
- Vessel Performance Monitoring
- Bunker Efficiency
- Vetting Status Monitoring / Sire Arrangements / TMSA Audits / ISM
- Port & Husbandry DA Authorization
- Class Status Monitoring
- U.S. Citizen

Contact: Anthony Mavrogiannis
Email: Anthony_Mavrogiannis@yahoo.gr
Telephone: +30 210 9119312
Cell: +30 6936198801
(S13-06)

Candidate 13:

Entry level position in ship operation

Robert Nigel Pritchard
Recent College Graduate looking for entry level position in ship operation, safety or maritime security. Former CMA intern at Holland and Knight LLP, in New York and the Seamen's Church Institute in Port Newark, NJ. Co-wrote article for the Greek magazine "Shipping International" titled "The Challenges of Modern Piracy". CV and recommendations available upon request. Willing to travel within the NYC metropolitan region.
Cell: +1 646 378 8446
E-Mail: rnigel.pritchard@gmail.com
(S13-08)

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: Tanker Operations Assistant

Position Summary

Excellent opportunity for a young career minded individual to work in the international shipping industry. The candidate will assist Ship Operators in a supporting roll for Chemical and Petroleum commercial operations for an expanding tanker company based in Southport, Connecticut.

Main Responsibilities

Record and maintain vessel information and files related to their Port Calls and cargo operations; assist with Voyage Charter Party (Contract) compliance for all fixtures. Communicate directly with ship captains, port agents, brokers, and charterers on a world wide basis for various voyage related topics. Procure voyage consumables and fuel, review, approve, and process voyage invoice payments, monitor and analyze vessel fuel consumption data, perform laytime and demurrage calculations, manage Bills of Lading. Position has excellent growth potential.

Experience & Education: Minimum: 2 years college. Willing to train a hard working, self motivated individual. The candidate must have good computer and writing skills.

E-Mail: DCarroll@MTMaritime.com

Notes: Interested candidates should email a copy of their resume with cover letter.
(HW09-13)

Position B: Confidential Company

New York based maritime company is currently seeking an experienced Marine Personnel Manager. This is a full time position based in Staten Island, NY.

Description Duties:

- Conducts interviews and placement selections for most crew positions.
- Reviews and pre-qualify applicants for Engineering and Wheelhouse Depts.
- Schedules crew on vessels, tugs, and barges according to U.S.C.G. requirements.
- Processes and checks all paperwork pertaining to employee transfer, change in job classification, and increases etc.
- Coordinates travel arrangements for all crew and office personnel.
- HRIS management (Perfect Software).
- Gathers all employee personal and professional references.
- Assists in the preparation and implementation of the EEO and Affirmative Action Plan.
- Performs other duties in Personnel Department, as required, including composing and typing correspondence regarding personnel reports and procedures.
- Processing benefit paperwork and submitting to corp. office.
- Other duties as assigned.

Minimum Requirements:

- Bachelor's degree or higher in Human Resource Management, Philosophy or a discipline directly related to marine transportation management.
- Proficient knowledge of Microsoft Work and Outlook; well-versed in Excel
- Strong organizational, research, and problem solving skills.
- Minimum of two years recruiting for both exempt and non-exempt positions.
- Maritime industry or related experience a plus; understanding of USCG license requirements for uninspected towing vessels.

Physical Requirements:

- Ability to work in a sedentary office environment using standard computer equipment and applications, and other typical office equipment and communications devices.
- Ability to travel infrequently.
- Capacity to safety embark/disembark vessels.

Applicants should email resumes to job.opportunity1200@gmail.com
(HW09-13)

Position C: Assistant Chartering Manager

Oxbow Carbon LLC, an international trading organization with offices in more than 25 countries, is seeking an assistant chartering manager to join its dynamic team in West Palm Beach, FL.

This position will assist in the daily chartering and operations for world-wide shipments of industrial materials.

Essential Job Duties:

- Collects freight market intelligence, identifies and analyzes trends, run voyage calculations.
- Markets cargoes and contract vessels from the freight market, with emphasis on the Atlantic basins
- Supports internal network of traders with freight rates, contract review, and shipping information.
- Effectively manages internal and external customer relationships.
- Supports management with special projects and workflow process improvements and other duties as assigned.

Requirements:

- Bachelor degree in international business or related field required.
- One to three years of dry bulk chartering experience with progressive responsibility.

www.oxbow.com

Oxbow Carbon LLC is an equal opportunity employer and offers an exciting work environment, competitive pay and rich benefits package.

Company: Oxbow Carbon LLC

Address: West Palm Beach, FL.

Fax: 561-640-8727

E-Mail: jobs@oxbow.com

Website: www.oxbow.com

Notes: Please send your resume and salary requirements. All resumes are kept in strict confidence. (HW08-13)

Position D: Drycargo Chartering

M.T.Maritime Management (MTMM) is an international shipping group, with headquarters in Southport, CT

We own and operate a fleet of modern Chemical Tankers, Product Tankers and Dry Cargo vessels. Due to expanding activities and our newbuilding program for eco bulk carriers, we are looking for an experienced chartering person in our Drycargo Department. See www.mtmaritime.com

Position Summary

The candidate will be required to handle the existing portfolio of time charter vessels and cargo contracts. Take competitive positions in the market to expand and enhance our chartering activities. Be able to conclude chartering contracts independently on time chartered and owned tonnage in close co-operation with the chartering and operations team.

Qualifications

We are looking for a personable and energetic team player with good communication skills and with a minimum of two years of chartering experience. Aptitude to negotiate, able to detect and develop business opportunities and possess a trader mentality is essential in this role.

The company offers competitive salary and Benefits.

Company Offers Equal Employment Opportunity

Company: M.T.Maritime Management (MTMM)

Address: Southport, CT

E-Mail: hr@mtmaritime.com

Notes: If you are qualified and interested, please submit your CV (HW08-13)

Position E: Financial Reporting Manager

General Maritime is a leading provider of international seaborne oil transportation services. Our organization takes pride in owning and operating one of the world's largest and most diverse fleets of tankers. Utilizing our significant size and scope, General Maritime provides service to top-tier clients in a highly competitive global market. General Maritime employs a team of highly experienced individuals dedicated to achieving excellence. General Maritime is committed to attracting and retaining highly qualified and experienced employees. We therefore aim to attract highly capable people to work in an environment that actively encourages them to broaden their areas of expertise while developing new and innovative solutions to the current and future challenges of the industry.

As a General Maritime employee you will be challenged with career development opportunities while enjoying a work environment and benefits that support your future goals.

General Maritime Corporation is an equal opportunity employer.

Position Summary

Candidate will handle all aspects of the company's reporting process.

General Duties and Responsibilities

- Prepares financial statements, notes thereto, and financial statement commentary on quarterly and annual reports filed for the banks and shareholders.
- Analyzes consolidated trial balances and converts them to financial statements.
- Reconciles intercompany accounts.
- Prepares models for testing of impairment of vessels and goodwill.
- Prepares and designs interim reports on an as needed basis.
- Researches and applies relevant accounting literature.
- Reviews monthly net voyage revenue reports for each vessel prepared by the vessel accountants.
- Reviews journal entries affecting cash transfers and general and administrative expenses.
- Records monthly entries for derivative financial instruments.
- Maintains schedule of stock-based compensation and calculates periodic expense and vesting.
- Assists with annual budgeting process.
- Reviews and records trial balances of foreign subsidiaries into ShipNet.
- Calculates compliance with financial covenants in loan documents.

Qualifications

A minimum of five years industry related experience, with a Bachelor's Degree in Accounting. Candidate must possess excellent analytical, communication and interpersonal skills. Knowledge of ShipNet software is a plus. MS Excel is required. Individual must work well in a dynamic environment and be able to recommend and implement process improvements, work independently and handle multiple tasks simultaneously.

Contact: Dean Scaglione

Company: General Maritime Corporation

Address: 299 Park Avenue, 2nd Floor

New York, NY 10171

E-Mail: dscaglione@generalmaritimecorp.com

Website: www.generalmaritimecorp.com (HW08-13)

Position F: Port Engineer

McAllister Towing of New York, LLC

Company Profile:

McAllister Towing is one of the oldest and largest marine towing and transportation companies in the United States, operating a fleet of more than

70 tugboats and 12 barges along the entire East Coast from Portland, ME to San Juan, PR. The corporate headquarters is located in New York City with additional staffed offices in Portland ME, Searsport, ME, Fall River, MA, Providence, RI Port Jefferson, NY, Staten Island, Philadelphia, Baltimore, Norfolk, Wilmington, NC, Georgetown, SC, Charleston, Jacksonville, Port Everglades and San Juan, Puerto Rico. In each port, McAllister is engaged in ship docking, general harbor towing, coastal towing and bulk transportation servicing more than 600 major steamship companies.

McAllister Towing is a family owned company which offers its employees an exciting and unique opportunity to develop both personal and professional skills.

Job Description:

The Port Engineer is a skilled Engineer who is responsible for estimating, planning, and performing short and long-term maintenance, repairs, and modifications on vessels for a specific region.

Position Details:

- Ensures all vessel engineers are properly trained, qualified, and comply with a regulatory training and/or certification requirements.
- Assists in the development and adherence of the maintenance and repair budget.
- Supervises the timely and cost effective maintenance, repair, modifications, and refurbishment projects of existing fleet.
- Develops dry-docking specifications, vendor bid packages, and evaluation projects.
- Monitors the contractor and/or shipyard during maintenance and repair projects.
- Conducts on-site surveys of vessels and equipments to determine maintenance and repair needs.
- Makes repair recommendations to General Manager.
- Analyzes problems and interfaces with appropriate operations personnel.

Required Experience:

- 2-5 years as an engineer on tugboats and mechanical experience working on Detroit Diesel 71 Series, EMD, Fairbanks Morse, and Caterpillar engines. Electrical system experience also required.
- High School Degree or equivalent is required.
- A Bachelor's degree in Engineering or related field preferred. Maritime Academy graduate is preferred.
- USCG Merchant Mariner Credential and Transportation Worker Identification Card.
- SCG license preferred.
- Strong analytical, communication, and problem solving skills.

Compensation and Benefits:

We offer competitive salaries, team oriented working environment and a comprehensive benefit package including: Medical, Dental, Vision, 401K, Life Insurance and Training Reimbursement.

Contact Information:

Amber N. Watters, Corporate Recruiter

E-mail: awatters@mcallistertowing.com

You may apply for this job online at www.mcallistertowing.com or fax to 757-545-3511. (When applying online please attach a cover letter with salary history along with your resume.)

McAllister Towing is an Equal Opportunity employer dedicated to diversity in the workplace. McAllister Towing is an E-Verify Employer.

are kept in strict confidence.

(HW09-13)

Position K: SVP Finance Marine

World Fuel Services Corporation 'WFS' is a leading global fuel logistics company, principally engaged in the marketing, sale and distribution of aviation, marine and land fuel products and related services. WFS sells fuel and delivers services to its clients at more than 8,000 locations in more than 200 countries and territories worldwide.

WFS' global team of market makers provides deep domain expertise in all aspects of aviation, marine and land fuel management. Aviation customers include commercial airlines, cargo carriers, private aircraft and fixed base operators (FBOs), as well as the United States and foreign governments. WFS' marine customers include international container and tanker fleets, cruise lines and time-charter operators, as well as the United States and foreign governments. Land customers include petroleum distributors, retail petroleum operators, and industrial, commercial, and government accounts. WFS also offers transaction management services which consist of card payment solutions and merchant processing services to customers in the aviation, marine and land transportation industries. WFS is a publicly listed company (NYSE: INT), headquartered in Miami, Florida and currently ranked # 74 on the Fortune 500 List. For more information visit www.wfscorp.com

POSITION LOCATION:

Global Headquarters Miami, FL

POSITION DESCRIPTION:

This is the top Finance position for the Marine global business segment, reporting directly to the Corporate CFO. The SVP will be responsible for financial oversight of the Marine global P&L, which currently includes activity in three major regions America, EMEA and Asia

The primary mandate of the SVP of Finance is to lead and enable ambitious profitable growth in the segment. This should be achieved by taking strategic guidance from the President, CEO and actively partnering with commercial leaders on business development initiatives.

In addition to playing a clear leadership role in growing the business, the SVP will be responsible for the more traditional elements of a divisional finance leader position i.e. formulating, implementing and monitoring WFS' financial strategies, policies and programs within the Marine business segment.

The main responsibilities of the SVP Finance, Marine are:

- **Revenue Management:** Play a strong role in decision making and trade-off management in a process where Commercial, Credit and Finance come to the table to optimize volume, pricing, margin and credit risk. This process is highly dynamic as the Marine business is predominantly driven by sizeable "spot" market transactions.
- **Business Development:** Following strategic guidance from Executive and in partnership with Commercial and Corporate Finance, contribute the lead financial perspective to the analysis and evaluation of specific growth opportunities including but not limited to M&A. Proactively seek and lead the pursuit of viable commercial/financial ideas and initiatives to grow the business.
- **Financial Planning and Analysis:** Responsible for the development and execution of the financial plan for Marine and the associated budgeting and forecasting, in support of the company's overall business plan. Provides financial leadership and perspective to operating teams and commercial management.
- **Financial Excellence:** Sponsor and supports excellence in key financial and accounting areas such as working capital management, fuel procurement and trading, inventory management, etc.

- **Cost Management:** Keep a vigilant eye on the investment and expense lines and sponsor initiatives to maintain Marine's capital and operating costs at a reasonable level within the context of investing wisely in a maturing business.
- **Financial Accounting and Reporting:** Oversee the development and maintenance of strong financial reporting systems and controls, ensuring that the leadership of the Marine segment is provided with accurate, timely and relevant financial data to run the business.
- **Policies and Controls:** Ensure that the Marine segment adheres to established financial policies, procedures and practices. Ensure that all regulatory requirements are met.
- **Team Leadership:** Responsible for the management and development of a high-performing team of financial and accounting professionals within the Marine segment globally.
- **Cross-Segment Initiatives:** Represent the Marine segment in any cross-segment decision for example supply initiatives, IT initiatives, new policies etc. Also responsible to carry back any corporate guideline to the segment and champion the implementation of any changes.

BACKGROUND AND SKILLS:

The SVP of Finance for Marine will be a key contributor to optimizing the profitability of the Marine business. He/she will be an active contributor to business strategy and a key leader in driving/supporting execution. The SVP of Finance in WFS should be generally viewed as a "business leader" rather than a "finance person"

The position requires a minimum of 10 years in core finance roles, preferably divisional finance in publicly traded companies. While industry experience is not an absolute requirement, the ideal candidate will have an in-depth understanding of the Marine shipping markets globally. Industry background in the oil downstream marketing/ trading/ supply/ logistics or adjacent areas is highly desirable.

Stylistically, he/she should be a proactive business partner with a strong yet collaborative leadership style, at ease within a fast-paced entrepreneurial culture.

COMPENSATION:

World Fuel Services offers a competitive compensation package which includes an annual bonus plan that is commensurate with qualifications and experience. Employee benefits are typical of a Fortune 500 company and include medical insurances that start on your first day of employment and a matching 401(k) plan.

APPLICATION REQUIREMENTS AND SELECTION PROCESS:

Interested candidates will need to submit the following information:

- A detailed resume describing work experience and education
- A cover letter or brief explanation of why you are a good fit for the position

Strongest applicants will be contacted to interview with company representatives and may be asked to provide additional information, including references.

World Fuel Services is an Equal Opportunity Employer (EOE) committed to workplace Diversity.

Contact: Teri Wheeler

Sr. Manager, Talent Acquisition

Company: World Fuel Services Corporation

E-Mail: twheeler@wfscorp.com

Website: www.wfscorp.com

Notes: www.linkedin.com/pub/teri-wheeler/4/15a/4a5/ (HW08-13)

Position L: Engineering Manager

Ridgebury Tankers LLC with headquarters in Westport, CT is looking for Engineering Manager to join our group.

Position summary:

- This position will report to VP Engineering
- Responsible for engineering planning and performance, liaising on engineering matters with the appointed third party Managers.
- Act as the interface between the Company core group and the appointed third party managers; develop implementation plans associated with strategic initiatives rolled out by the Managers.
- Prepare comprehensive plans for each vessel that covers all key events and coordinate closure with the vessel Managers.
- Take ownership of Technical aspects of vessel life cycle management tracking, develop appropriate plans and budgets.
- Ensure an aligned approach to planning by liaising with other Technical Managers.
- Provide Technical input to the following major initiatives:
 - Ø Drydocking
 - Ø Capital modifications
 - Ø Strategic projects
 - Ø Annual Budgets
 - Ø Other key events
- Liaise with the Managers' HSEQ legislation group to maintain oversight of legislative requirements and take these forward into executable plans.
- Develop plans to implement initiatives developed by the Managers' strategy groups.
- Provide technical support to procurement on local service contracts; research alternative equipment suppliers in the event OEM no longer available and ensure they are fit for purpose.

Requirements (Knowledge, Skill and Abilities):

- Analytical problem solving. Time management, project management, delegation and decision making.
- Ability to respond to customers in an effective manner.
- Demonstrates teamwork, interpersonal and communication skills.
- Proficient in Microsoft applications
- Previous technical experience required – vessel manager, technical superintendent for 3-5 years.
- Proven experience in management role.
- Planning or scheduling experience.

Contact: Andre Zibrov

Company: Ridgebury Tankers

Telephone: 203.304.6139

E-Mail: azibrov@ridgeburytankers.com

Website: www.ridgeburytankers.com

(HW07-13)



**Wanted:
Host Companies**

Students are looking for internships.
If interested in reviewing RESUMES.
Please contact Joe Gross
(jgross@cma-edu.org)