

**UP COMING EVENTS**

**SAVE THE DATES**

**September 2005**

**New York City Bar Legal Seminar & Luncheon**

Association of the Bar, NYC  
Thursday, September 22  
See page 7 for more info

**Pre-Regatta Dinner**

Skip Strong & Ray Burke "In Peril"  
Venue TBA  
Thursday, September 29  
See page 6 for more info

**First Annual CMA Sailing Regatta**

Friday, September 30  
See page 6 for more info

**October 2005**

**CMA Monthly Luncheon**

Speaker TBA  
Giovanni's II, Darien, CT  
Thursday, October 20

**NY Bunker Convention 2005**

Co-sponsored by the CMA  
Training Courses, Conference & Gala Dinner  
Monday, October 24-Thursday, October 27  
See page 8 for more info

For a full calendar of upcoming CMA Events and more information on all of the above, please go to the Events page at <http://www.cmaconnect.com>

**PRESIDENT'S NOTES**

For most people, August is a good month to get out of town and take a vacation. For others it's a good month to just get out of town. It seems that certain sectors of the market are going through a "correction", with the usual consequences. For those who are caught in the middle, August will be anything but a vacation.

But September is not far away. I am in the camp that simplistically believes China drives the bus. As soon as existing stockpiles of raw materials are distributed and consumed in China, they will have to be replaced, and replaced again, and again and again. The engine must continuously be fed, and so the freight market will come back, at least until the next correction. Call it Sino-volatility. I'm sure my friend Don Frost will have a thing or two to say about my simplistic view. You will have to wait until September for more from me. I'm going to Greece.

Best regards,  
Peter G. Drakos

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## FROM THE EDITOR

July seemed to fly by. The Annual Picnic at Stamford Yacht Club was typically well attended and, despite the hot weather, it was a great evening for all. I noted that while we have many of the usual suspects attend every event, there is always the element of new people – some simply new to CMA, some representing maritime professions not regularly in attendance at our events, some visitors from far away, and some that we just have not seen in a while. Thank you all for coming.

Notwithstanding Peter Drakos' comments about China and the future freight markets, there have been so many important public policy developments during the last few months, that I thought I would concentrate this month's issue on big picture issues related to shipping, but not influenced by the markets.

As you undoubtedly have observed or guessed, we get a lot of information thrown at us every month. Add the articles and studies that I read each month about shipping economics, ports and general transportation and public policy, the total represents a series of editorial decisions every month. What is of interest and what is trash? Often it appears most is trash, but there are always obvious and not so obvious connections between the trash factoids and the commercial issues. Hopefully you find at least some of the factoids and connections useful to your business life.

As I re-read my offerings of this month I fear my pithy comments and cynicism will color me as angry. Nothing could be further from the truth. My cause is only to bring you information. If I rant a little here and there, please understand that I am only trying to challenge you to pay attention to something that I think impacts your business, the businesses of your clients, or your quality of life. As for the exhortations to write or contact your elected representatives, being a citizen (especially in the republic known as the United States) demands your involvement. The Document that this country is based upon starts "We the People of the United States." WE can make things better for all and each of us should try.

The events, CMA's and other organizations', scheduled for September, will range from the sublime to the intellectual. Enjoy as many as you can.

—Don Frost

PS—

If there is an issue or topic that we present this month about which you wish to learn more, we would be happy to help you find more information. Just e-mail or call us.

## MARKET COMMENTARY

By Donald B. Frost

As noted elsewhere in this issue (Factoids & Stuff), several actions by Congress and the State of Connecticut this month have to do with coastwise shipping (a.k.a.- short sea shipping) come on the heels of a symposium by the Council of State Governments (Eastern Regional Conference) held at the Mohegan Sun Hotel, Montville, Connecticut July 25, 2005. The title: "The Northeast in the Global Economy: The Stakes of the Game". The idea that export trade is not just the responsibility of the Federal Government is repeated often throughout the sessions.

Most participants agreed that states have the obligation to provide and maintain "infrastructure" that will encourage, expedite and smooth the way for manufacturers to export their products and compete on a global scale. Among the infrastructure projects mentioned were ports, marine terminals and easy access to them. One of the services mentioned was short sea shipping.

About the same time the Eastern Trade Council was meeting the US Government Accountability Office (GAO) released a report done for the Senate Committee on Commerce, Science and Transportation on the House Committee on Transportation and Infrastructure titled "FREIGHT TRANSPORTATION – Short Sea Shipping (SSS) Option Shows (the) Importance of (a) Systematic Approach to Public Investment Decisions." The study was performed between July 2004 and June 2005. I have abstracted a few nuggets here that I thought interesting.

The GAO Executive Summary recommends that the Secretary of Transportation and the Maritime Administrator: "(1) develop a more thorough understanding of SSS issue BEFORE defining a federal role involving substantial federal investment, and (2) use current mechanisms to encourage other public decision makers (Ed. comment—thus my introduction to this report with the Council of State Governments Symposium) to use a systematic approach for making investment decisions on freight mobility projects."

The systematic approach suggested has four steps:

- (1) Determine whether public support for a proposed project is warranted by considering whether it is expected to produce public benefits, such as reduced congestion, improved air quality, and economic development opportunities.
- (2) If a rationale for public involvement can be established, thorough analysis of the costs and expected benefits of the proposed project to determine if the project is the most cost-effective option among alternatives.
- (3) Determine the level and type of public support to be provided. This step involves recognizing that public support does not necessarily mean financial support, but when financial support is provided, it should be structured in such a way to minimize distortion of any competition.
- (4) Evaluate ongoing and completed projects to determine if intended benefits have been achieved and hold the decision makers accountable for their public investment decisions. (Emphasis added by your CMA editor)

It has been found that SSS is "one of the" most cost effective way(s) to move heavy, lower value, and non-time-sensitive goods, but since it is slower and less reliable time wise, shippers will tend to move high value and time-sensitive cargoes by faster and more time reliable, such as trucks. This of course is why it has been so difficult for the Port of NY/NJ Authority to gain traction in developing volume for the shuttle barge service connecting the container terminals in greater New York (Staten Island, Bayonne, Port Newark and Port Elizabeth) and Albany. It is also why sustaining the service between New York Harbor and Connecticut (Bridgeport might be joined by New Haven in a few years) will be difficult.

Other obstacles mentioned include laws that increase start-up and operating costs (e.g.- the double taxation under the Harbor Maintenance Tax), port facilities that are not readily adaptable to SSS operations (defined in the Louisiana State Study of 2002 as flexible working rules by longshoremen, a 24/7 operation and immediate access to and from the Interstate network) and a general reluctance among shippers to try new modes. See my earlier article positing that SSS ports should not be within the limits of historic seaports or dense population centers as suggested by the Georgia Tech study of 2000).

Another obstacle mentioned is the Jones Act. "Some SSS stakeholders contend that certain provisions of the Jones Act" (US built, owned and operated) "may increase the start up costs of SSS operations because ships built in US ship-

yards tend to be more expensive than vessels that can be acquired from the global market.” (Ed Note: Can these people be any more Politically Correct?)

Lift On/Lift Off versus Roll On/Roll Off – another aspect of US ports “not being readily adaptable to SSS operations” that relates to the imperative that the satellite ports be located away from dense population centers and close to the Interstate highway. Both relate to the early observation that a significant portion of the containerized cargo entering the country is time-sensitive to delivery. Therefore, to make a containerized SSS system work, every effort must be made to avoid delay and expedite delivery.

There is quite a bit more. You can download the entire report (GAO-05-768) from the GAO website.

## AND THE WINNERS ARE...

At the annual Summer Picnic, Thursday, July 21st at the Stamford Yacht Club we organized a business card drawing for a myriad of prizes. The lucky winners were:

Complimentary ticket to Reception, Dinner & Prize-giving at Indian Harbor Yacht Club in Greenwich, following the CMA First Annual Sailing Regatta on Friday, September 30th, 2005 – **Naresh Maniar**

Complimentary ticket for the Spectator Boat, including cocktails, Smorgasbord lunch and string quartet, at the CMA First Annual Sailing Regatta on Friday, September 30th, 2005 – **Liam Cullen (Bunkerfuels)**

Portable BBQ and BBQ Cookbook – **Kim Dailey (TransAtlantic Lines)**

Complimentary CMA One-Year Membership (renewals) - **Kevin Whalen (VOC Bulk)** and **Jim DeSimone (NYC DOT)**

Copy of the fantastic book “In Peril: A Daring Decision, A Captain's Resolve, and the Salvage that Made History”, Skip Strong and Twain Braden – can be autographed by Skip Strong at the pre-Regatta Dinner on Thursday evening, September 29th, 2005 (venue TBA) – **Bob Ryke (Moran Shipping Agencies)** and **Ryan McCarthy (Oxbow Carbon & Minerals)**

We also had another two beautiful books to give away, generously donated by Chris Freeman, Campaign Officer, Development Dept. at Mystic Seaport.

A Century Under Sail – **Ray Filbert (Soundings)**

Mystic Seaport Watercraft – **Demetris Nenes (OMI Corporation)**

**Congratulations to all our winners and thank you to all of the 200+ members and guests who attended this year's picnic!**

## FACTOIDS & STUFF

By Don Frost

- According to an article in the May 9th New Yorker, “Most of the growth in energy usage in the next few decades is due to occur in places like China and India, where supplies of coal far exceed those of oil or natural gas. China, which has plans to build five hundred and sixty-two coal-fired plants by 2012, is expected to overtake the U.S. as the world's largest carbon emitter around 2025. (See “President's Notes”)
- Trade through the Port of New York & New Jersey is expected to triple over the next 60 years to 224 million tons. Containerized cargo demand for the region is projected to reach 11.3 million TEUs by the year 2060, almost quadruple the current capacity. General cargo handled by the Port is expected to more than triple over the next 60 years from 850,000 tons in 2001 to 2.5 million tons, and the number of automobiles handled is expected to double from 603,000 to 1.1 million. This data from a recently released Comprehensive Port Improvement Plan (CPIP). (See MARKET COMMENTARY Re: SSS)
- According to a study by the Georgia Institute of Technology and the University of Western Ontario, some supply chain failures of corporations caused stock market prices to decrease by as much as 10%. The study also revealed that companies with supply chain problems averaged about 7% lower sales growth, 11% higher costs and a 14% increase in inventories. (David Faber please take note.)
- Mr. Geoff Regan, Minister of Fisheries and Oceans announced on June 29th, that Transport Canada will provide close to \$26,000 (that is “thousand”) for a study on short sea shipping on the east coast of North America. The other half will come from educational institutions, and a port authority. The European Commission Directorate-General for Energy and Transportation (Brussels) put out a report on July 14, 2005  
[http://europa.eu.int/comm/transport/maritime/sss/communications\\_en.htm](http://europa.eu.int/comm/transport/maritime/sss/communications_en.htm)

(Also see this month's MARKET COMMENTARY on US Short Sea Shipping plans.)

- The 2005 Transportation Equity Act just signed into law will put \$286.4 BILLION into infrastructure over the next 6 years. The Bill, otherwise known as TEA3 (the third such program since 1991) contains has some "goodies" for just about every Congressional District.

- We in Connecticut get \$10 million for high - speed ferry terminals in Bridgeport, New Haven and Stamford. It will be interesting to see if the environmental movement will further delay implementation. Also, the fare structures that I saw two years ago were based on fuel from \$28-32.00/bbl crude were steep.

- Aside from some glaring pork barrel goodies for Senator Young of Alaska (see NY Sunday Times August 7,2005), there is \$100 million for Rep. Jerrold (Gerry) Nadler's (D- Brooklyn) New Jersey to Brooklyn, rail freight tunnel. We have written about this brilliant idea before.

- An article in the Journal of Commerce earlier this year reported US ports are saying they are being hurt by a "niggardly" Corps of Engineers budget. David Sanford, director of navigation policy and legislation for the American Association of Port Authorities (AAPA) is quoted as saying "On a day-to-day basis, the majority of our members are more concerned about maintenance dredging and environmental issues than they are new projects." "Shippers pay into the Harbor Maintenance Trust Fund, with the expectation that ports are going to be able to dredge to maintain their authorized depth. The Administration (George W. Bush) counts it as overall revenue but the outflow for port maintenance dredging doesn't equal the inflow of revenue. As a result, some ports don't get dredged when they're supposed to be dredged." The irony is that there is plenty of money in the Trust Fund – Sanford estimated more than \$6 BILLION – but the administration won't spend it. So who is really to blame for the ATHOS I grounding? (Ships do not vote. What will you do about this?)

- In early July the Department of Homeland Security (DHS) advised that radio frequency identification tags (RFID) will be issued to aliens traveling to the United States. Testing started last week at the Thousand Island crossing with Canada.(At least ET won't have to phone home.)

- The double taxation of cargoes that are trans-shipped from ocean carriers to US destinations via water under the Harbor Maintenance Tax (part of the 1986 Water Resources Development Act –i.e. WRDA) is finally being addressed. As you all know, this double taxation has been a looming economic disincentive to use short sea shipping and was slated for repeat since 2002. On July 18, 2005 H.R. 3319 was introduced by Rep. Dave Weldon of Florida and Rep. Christopher Shays of Connecticut. It is a start. (By the way – Dave Weldon comes from Long Island and graduated from SUNY Stony Brook)
- On an associated topic I wish to note that HR 3319 "Short Sea Shipping Tax Exemption Act of 2005" is to amend the Internal Revenue Code of 1986 – not WRDA 86. Apparently it was felt that it stood a better chance of passage alone rather than as part of WRDA 2005, which is slogging its way through Congress. Also, following up on raising the Oil Spill Liability limits and other OPA 90 issues that I mentioned last month. These issues were to have been aired in a joint meeting of House sub-committees on Water Resources and Environment and Coast Guard and Marine Transportation scheduled for July 28. It was cancelled with out a new date being set. (Add your own conclusions.)
- Old stuff – The Army Corp's language in the Delaware River Protect Act (DRPA) (Oil Spill Liability Limits) that I referred to last month was stripped out and will go to the Water Resources bill (WRDA). The Places of Refuge language has surfaced in the Senate version of the Coast Guard Authorization Act.

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## John Mendez Comes Aboard!

If you're going to have a sailing regatta and all these very experienced CMA sailors are going to show up to race, your race committee had better make sure they know what they're doing. As my sailing experience, apart from two years deep-sea on tankers, ended around the age of twelve, I certainly am not the ideal candidate for the job!

Also, part of last year's out-of-court settlement clearly states that I'm not allowed to be any closer than fifty feet from fire-arms, starting pistols, saluting canons, fireworks or live ammunition. So that kind of rules me out. Faced with this dilemma, there really was only one choice.

A gentleman whom CMA member Don Bresnan describes as *"the best Race Committee Manager on the East Coast"*. A man whose sailing rep precedes him by a number of nautical miles, John Mendez. John has very kindly consented to run our race committee. He was the head of the New York Yacht Club race committee, just ran the SWAN Regatta in Newport and was the Principal Race Officer of this year's Rolex Transatlantic Race. He is also chairman of the Onion Patch Series out of Newport and very involved in the Bermuda race series this year.

I may well have left a great many of his achievements out, but overqualified would be an understatement. John was also party to one of the Reverend Canon Peter Larom's most amusing quotes. At his son's wedding he introduced me with great respect, and using Peter's full title, it went something like this:

*"Johnny, I'd like you to meet the Reverend Canon Peter Larom, Executive Director of the Seamen's Church Institute" to which Peter responded "Oh I know Johnny K, he ran a casino for me a few months ago!"* (That would be at Shipping 2002).

It is a great honor and we cannot express how pleased we are to have John aboard for this, the first CMA Regatta. His experience and limitless knowledge of yacht racing will, in

combination with the CMA Social Team's experience and limitless knowledge of partying, ensure that everyone has a memorable time. Now if we can get the weather to cooperate we'll be all set!

## Schedule of Events

On **Thursday, September 29th, 2005** we will be hosting a pre-Regatta dinner. There will be brief outline of the next day's racing details, hopefully John Mendez can make it, if not I shall be giving a PowerPoint presentation of the spectator yacht lunch menu, the passed hors d'oeuvres at cocktails and the Captains' Dinner menu. After my fascinating catering speech, we will be treated to a fantastic presentation by the co-author of the book: *"In Peril: A Daring Decision, A Captain's Resolve, and the Salvage that Made History"*, Skip Strong, along with long-time CMA supporter Ray Burke of Burke & Parsons. Location and price to be confirmed, but this dinner will sell-out fast so reserve your spot anyway!

**Friday, September 30th, 2005** is Race Day. The five America's Cup Twelve Meter Yachts, *Weatherly* built 1958, *Columbia* built 1958, *Nefertiti* built 1962, *American Eagle* built 1964 and *Intrepid* built 1967 will go head to head for the cup.

Crew spaces on the yachts have been filled, but there is plenty of room aboard the 117' luxury spectator yacht, where lunch and cocktails will be served as a string quartet serenades guests. The spectator yacht will be departing from Fjord Catering & Charters, 143 River Road, Cos Cob promptly at 12:00 hrs. Tickets for this lunch are \$100 per person and space is limited, so please call Lorraine to reserve at 1.203.406.0109 Ext 3717. Guests aboard the "Cayah Michele" will also be treated to a daring ship-to-ship transfer, mid-Long Island Sound, as the CMA social chair and a camera crew attempt to climb aboard mid-lunch. This should make for some entertaining spectating, particularly if there's a bit of a swell and I end up in the Sound, in my blazer, white slacks and Gucci deck shoes. I shall of course be wearing a PFD, very graciously supplied by Float-Tech, so I'll be fine as soon as the hydrostatic switch blows that baby up.

Immediately following the racing, the Captains' Cocktails and Dinner will commence at the Indian Harbor Yacht Club

in Greenwich. Cocktails will be followed by dinner and the trophy presentation. Cocktails commence at 5:30 pm. Tickets for this are \$150 per person and again, space is limited, so please call Lorraine to reserve.

### A Big Thank You

We would like to thank those companies who are supporting our inaugural sailing event; our presenting sponsor: U.S. Trust Company of New York and our corporate event sponsors: Armada Group, ASBA Tanker Broker Panel, Charles R. Weber Company, Eagle Ocean Transport, Fjord Catering & Charters, Float-Tech, General Maritime Corporation, Genco Shipping & Trading, Healy & Baillie, Intrepid Shipping, Leeds & Leeds Company, Marine Oil Transportation Consultants, Merlin Petroleum Company, Odin Marine, OMI Corporation, PetroMar International, Short Sea Shipping Cooperative (SCOOP), VOC Bulk Shipping USA and World Fuel Services.

#### Thank you all.

There are plenty of sponsorship opportunities still available and Lorraine or I are happy to develop bespoke sponsorship solutions for CMA members wishing to support this special event, about which Mr. Desmond of Dreyfus had the following to say:

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

Gerard T. Desmond  
Louis Dreyfus Corporation

So come on, get on-board!

Your obedient servant,  
Johnny M. Kulukundis  
CMA Social and Sailing (non race committee) Chair

## UPCOMING EVENTS

**Bike Across America Connecticut Challenge August 27-28, 2005.** Start: Fairfield, CT Distances 25, 50, 100 miles. Teams: Mother and Son Connection. Fund raiser---proceeds will support programs at the Yale Cancer Center. <http://www.active.com/donations/campaign-public.cfm?key=ctchallenge> or mail a check payable to BAA/CT Challenge 4817 43rd Street NW, Washington, DC. (Event referred to us by Jane Barrett of Blank Rome, Washington, DC who spoke at Shipping 2004). If you want more info or want to ride e-mail Barrett@BlankRome.com

### City Bar Center for CLE

#### DUE DILIGENCE IN SHIPPING HOT ISSUES FOR THE SAVVY INVESTOR

Thursday, September 22, 2005 – 9:00 am – 12:45 pm  
& Luncheon 12:45 pm – 1:45 pm

The Association of the Bar, 42 West 44th Street,  
New York, NY

With record high demand for ships and escalating charter rates, the U.S. capital markets are flooded with new securities offerings for shipping companies. But are investors examining the real issues? What questions are being ignored by the unwary? Environmental crimes, tax liability, OFAC violations, SEC disclosure and derivatives trading are all critical issues that affect the business of ship ownership and operation.

Panels comprised of lawyers and government experts will address these and other important issues at this seminar. This program is intended for lawyers practicing in the area of admiralty law, securities law and corporate generalists.

The program will include a luncheon following the final presentation. The luncheon is included in the price of the seminar program; however, it is also possible to attend the luncheon only and any CMA Members who would like to attend the luncheon only are able to do so at the special Association of the Bar member rate of \$50, but must register in advance for this with the event organizer.

For more information on this event and for the agenda and registration form please go to the Events calendar on the CMA website at <http://www.cmaconnect.com>

**International Bunker Industry Association (IBIA) Convention New York City October 26 and 27th, 2005** co-sponsored by CMA, SMA and NYMAR. "W" Hotel on Lexington Avenue, NYC. Fee: IBIA, CMA, SMA & NYMAR members, \$1195 before Aug 31 and \$1295 after Aug 31. Non-members: \$1395 or \$1495. Program and further details can be found on the CMA Events Web page <http://www.cmaconnect.com> OR <http://www.bunkerspot.com>. The highlight will be a mock arbitration over a bunker claim put on by the Society of Maritime Arbitrators USA.



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\* Limit \$100 per month for a maximum of two months and 2 vessels per company.

## **CMA MEMBERSHIP DIRECTORY THANKS**

You should have already received, or will be receiving very soon, the re-designed and updated 2005/2006 CMA Membership Directory. The feedback received so far has been very positive and the reviews are glowing.

Special thanks are due to a number of people who helped make this happen:

Our chief architect and design team leader, Johnny Kulukundis, who conceptualized the entire re-vamp.

Our design team of Jill Lawrence and Cari Kramer.

Nora Huvane and Julia Filbert for their proof-reading, Faith Marr for her tireless management of the membership data and Don Frost for his many contributions of content.

Our generous advertisers: Atlantic Marine, Hilb Rogal & Hobbs, Anker Marine Paints, Metrostar Management, Lloyd's Register, Morgan Marketing & Communications, Petchem, Wheeler Associates, Eurasia, Marks Paneth & Shron, SIPCO/Booth Financial, MTI Network and U.S. Trust

And last but not least, General Maritime Corporation, for allowing us to use their superb photo of the "Genmar Spyridon" for our cover art.

Thank you all – a job well done!

## **MEMBERSHIP NOTES**

By now you all should have your 2005-2006 Membership Directory. I think you will agree that it is "classy" in look, convenient in size and easy to read. The number of entries continues to climb demonstrating that we are still growing.

On that note please welcome our newest members.

Musah Ahmed (graduate student) SUNY Maritime College, New York, NY

Capt. Art Bjorkner, Moran Towing , New Canaan, CT

Capt. Baki Ceylan, Pendik Marine Surveyors, Dover, New Hampshire

Hason Ozgur Cilli, Shipowner's Claims Bureau, Inc.,  
New York, NY

Philip Fredensborg, VOC Bulk Shipping USA,  
Stamford, CT

Anthony Spasiano, Jr., Palmer Point Marina, Cos Cob, CT

Vincent Valldeperas, Teamtalk Sattelite,  
Fort Lauderdale, FL

Ellis Younger, Moran Shipping Corp., Tarrytown, NY

With all the great events scheduled for September, we hope to have the opportunity to meet many new members. For August, just enjoy and remember the weather – January is coming.

Evan Galanis  
Membership Chair

### **Tell us about your background and your new office in New York?**

I was born in London and spent my early working years with Van Ommeren in Leadenhall Street, as Liner Agents for such luminaries as Nedlloyd and NYK Lines. The lack of global success as a bass player in bands too numerous to mention, has pretty well kept me in and around Shipping ever since, albeit with a publishing perspective these days. Bouncing between London and New York, I can be contacted any time through our new Lexington Avenue office for any enquiries about Lloyd's List or the 12 exhibitions and 100+ conferences run by Lloyd's List Events.

\*CMA and Lloyd's List have agreed a 25% introductory subscription discount for members (new subscribers only). Contact John for more information at:

Lloyd's List  
420 Lexington Avenue, Suite 615  
New York, NY 10170  
Tel: (212) 907 5800 Ext 434  
Email: john.bodill@informa.com

## **NEW MEMBER PROFILE**

John Bodill  
Regional Sales Manager, Lloyd's List

Member since May 2005

### **How did you first hear about the CMA?**

I had been managing a European cargo publication within the group for some time when I was approached to move over to Lloyd's List to focus particularly on North America. We already had a booth reserved for CMA Shipping in March, so attending the event was a most timely and enjoyable introduction.

### **Why did you decide to join and what are your first impressions?**

At the show I felt a real sense of community which cut across suppliers and competitors alike and this has certainly prevailed during the couple of events I've been able to attend since. It's an excellent platform for us to build relationships with the organisation and its members.



## FOND FAREWELL

### Captain Joe R. Gerson 1927-2005

It is with true regret that we report the sudden passing of Captain Joe Gerson on August 2nd in Fort Wayne, Indiana of heart failure. Certainly no one's heart was larger.

Joe was a loyal graduate of Ft. Schuyler who attributed his later success in business to the Maritime College. His love of the sea and the welfare of seafarers continued throughout his life. He followed this passion after "retiring" from business by devoting himself to "doing good deeds" in the maritime world.

While the list is too extensive to enumerate, Joe's "good deeds" ranged from providing scholarships for students eager to learn more about the maritime industry and contribute to its furtherance, to preserving quality education programs for mariners through his work at Ft. Schuyler. His reverence for the preservation of maritime's heritage was evident in his work on behalf of the American Victory Ship in Tampa, Florida as well as the museum at Ft. Schuyler.

No one who asked Joe for help in a maritime cause was ever turned away. If it benefited the industry, and those who participated in it, then Joe was on board, "lock, stock and babushka".

CMA President, Peter G. Drakos, offered the following:

"The Board of Directors and the membership of the Connecticut Maritime Association, join together in offering their condolences to the family and friends of Captain Joe Gerson. Joe was a man of purpose, passion and principles. He exemplified the best maritime offers in his dedication to improving the lives of those who serve in this industry, as well as preserving the heritage of this industry through his work with Ft. Schuyler and the Victory ships. Joe impacted the past, the present, and the future. His legacy goes on, but his presence will be missed."

A funeral was held on August 5th in Fort Wayne, attended by over 200 mourners from across the many facets of Captain Gerson's life. Cadets from Ft. Schuyler were on

guard, eulogies were offered by his grandchildren, a fellow Ft. Schuyler graduate Ted Mason, his closest friend, and Fr. Michael Moynihan of Ft. Schuyler. A gun salute was delivered at the gravesite.

Memorials may be sent to Ft. Schuyler Maritime Alumni Association, the Joe Gerson Fund at P.O. Box 509, Oakdale NY 11769.

## CAN THE SHIPPING INDUSTRY LEARN FROM THIS?

By Donald Frost

The following story is a tale about how smart people can artfully manipulate Congress to their own ends without the taxpaying public really having any input .... while having the public and the SHIPPING INDUSTRY pay! It could also be a model that can be used, here and in some other countries, by those who wish to further the aims of the shipping industry.

This story begins last summer when I attended a virtually no-notice focus group in NY City organized by the National Oceanographic and Atmospheric Administration (NOAA). That meeting was the topic of my MARKET COMMENTARY last August. To refresh your memory, the meeting was designed to introduce to the maritime community a "new" initiative by NOAA's scientific group. While it was distressing to the maritime community not to have been involved in the program at an earlier date (footnote #1) it was a very interesting and seemingly innocuous initiative to expand a current NOAA program that is of great value to shipping and shippers known as PORTS (i.e. – Port Observation Real-Time System - smart buoys that give mariners, pilots and agents real time information on actual depth, tides, current and weather data at a specific port that would minimize delays)

The initiative, called IOOS (Integrated Ocean Observation System), will essentially add a network of offshore sensors to the PORTS systems that, among other things, would help scientists understand what was happening in the oceans in order to better predict weather, track fish populations, and track environmental events such as tsunamis. In all, a laudable program when combined with

the PORTS program that, I must add, had been declared by the Bush Administration to be a pressing national goal.

On July 1 the Senate took up and passed by unanimous consent S. 361, the "Ocean and Coastal Observation Act" that was then forwarded to the House of Representatives. The measure authorized the appropriation of \$150,000,000 per year for each fiscal year 2006 through 2010. "At least 50 percent of the sums appropriated for the implementation of the integrated ocean and coastal observing system..." (footnote #2)

To my mind the lesson to be learned is really the beauty (from a synergistic and political viewpoint) of how the scientists not only got the Senate to give a higher priority to IOOS, but also to reallocate to IOOS some of the current money appropriated to complete the PORTS system. It was a masterful move. Quite a bit like how the Federal Government uses the media to mold public opinion to bolster their agendas (e.g. – WMD). One has to admire the planning and cunning used to co-opt the universities (especially "state" schools that are always strapped for funds) into this program so as to use their wants, needs and desires to magnify the message that went directly to their congressional delegations without any media coverage. When the IOOS managers sensed a resistance by the ocean shipping industry to be involved they added "coastal" to the description of their system.

Rather than being almost "new" when the IOOS program was made public to the maritime community, NOAA's scientific community had already been quietly funding regional networks of colleges and universities involved in oceanographic and marine bio-scientific programs with small grants. I would describe those grants as "bait", and they came with a "hook" that was a description of a much larger, eventually international, program that would eventually bring many hundreds of millions of dollars to those un- and under-funded state and regional oceanographic and environmental programs. You can imagine the enthusiasm generated at the individual state level for such a program. You can also imagine that those educators, scientists, grad students and undergraduate students did not hesitate to convey their enthusiasm and support for such a program to their representatives in Congress.

In the meanwhile, the port/shipping/cargo community, from which the fully funded IOOS program might derive 20-25% of its operating budget, continued to support the completion of the PORTS system. Since it would cost only \$15-20 million, and would have an immediate pay-back as soon as it was installed, it was considered a no-brainer. Unfortunately, that does not work in the world of politics.

As an observer of the machinations of government I salute the scientists at NOAA for their clever, and legal, use of our money for their ends, but what about the commerce of the United States? What about the higher cost of imports caused by ship delays, tug and pilot standby time, stevedore standby time, CBP overtime, inventory costs, truck waiting time, inventory outages, plant slow downs and other consequential expenses? Will the scientists pay? And who will bear the burden of lost American jobs that are the result of higher handling and freight rates making our exports more expensive and less competitive?

PS-

- a) This is not an issue of "either - or" but where our tax dollars can be best used in a deficit budget year. This is a case of "priorities". If you think our tax money could be better spent in the short term (e.g.- on PORTS), tell your elected representatives.
- b) As for what the shipping industry can learn from this, I suggest that activist organizations like BIMCO, INTER-TANKO and the World Shipping Council may be wasting their time educating Congress. Maybe they should try to educate the states and those who send people to Congress?

Footnotes:

1. It was at this meeting I first heard the political truth: "If you are not invited to the meal, you are likely to be on the menu!"
2. On July 22, 2005 S.1465 "A bill to strengthen programs relating to ocean, coastal and Great Lakes science training was introduced by Senator Lautenberg and co-sponsored by Senators Inouye, Boxer, Levin and Sarbanes. (The operative idea is "science" versus commerce, global competition and US jobs.)

# 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 \$100.

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](mailto:conferences@cmaconnect.com)

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

## SITUATIONS WANTED

**Candidate 1:** Uniquely-qualified maritime specialist with over 20 years' experience in the marine industry searching for position in shipping company's technical/operations department. Operated and maintained SafeNet and ShipNet, supporting individual program requirements while ensuring that interface protocols functioned properly; oversaw maintenance, outfitting and cost control for vessel navigation, communication and information systems; set up and maintained office network. Port engineer for company operating commercial tankers and government-owned vessels under contract; responsible for all aspects of vessel maintenance and regulatory requirements; managed company's network and website. Plan-review for construction of 35,000 and 60,000 DWT bulk carriers to be built in Japan. Field surveyor for a ship classification society. Resume furnished on request. Telephone: 212-706-2554, Cell: 646-675-0015 eMail: [crnixon@rcn.com](mailto:crnixon@rcn.com) (S5-4)

## **Candidate 2: LAWYER / FLEET MANAGER AVAILABLE**

Licensed attorney with experience operating a fleet of tankers for three years seeks position with ship owner or related company. Any location considered, though Stamford/NY area preferred. Focussed on Maritime law, ship casualties, oil pollution mitigation. Master in Marine Affairs with environmental focus. Fleet operations officer for 9 tankers in Singapore, responsible for charter parties, following claims including demurrage, tracking 21 vessels daily worldwide, appointing agents, arranging bunkers, etc. USCG-licensed Master, 100 ton, since 1995. 75,000 nautical miles sea-going experience. Citizen of US and Sweden/EU. Good team worker. Strong verbal Spanish, basic Scandinavian, fluent typist. Excellent references. Available to interview and work immediately. Contact: Eric T. Wiberg, Tel (617) 242 6477, Cell (401) 338 6957 email: [ericwiberg@att.net](mailto:ericwiberg@att.net) (S5-9)

**Candidate 6:** Captain for 30 years, twenty four with Greenpeace, and last four (as mate) with MM&P. Excellent team player. Experienced with project management in an international setting. Returning to Norwalk as a single parent. Interested in any marine oriented situation. Available in August. Email: [phwillcox@juno.com](mailto:phwillcox@juno.com). Cell 203 919 1800.

Messages: 203 838 5706

(S5-4)

**Candidate 7:** Vessel operator, Chartering broker, Port Agent with over 6 years experience is looking for a vacancy in a maritime company.

So far I have been focused on:

- Handling the operations of the Owners fleet (5200 mt DWCC heavy-lift, 4200 mt DWCC bulk carrier, 3200 mt DWCC general cargo lady) responsible for the most aspects of day to day ship operations, giving orders to the Master according to the Owners instructions, ordering bunker, appointing, keeping in touch with and controlling the agents in the relevant ports on the Owners behalf, as well as controlling all costs associated with vessels calls
- Voyage estimation, laytime calculations
- Responsible for the connection between the Owners and the State Administration of the St. Vincent & The Grenadines / The Commissioner of Maritime Affairs, Geneva, Switzerland and Monaco offices as well as the authorities of Cyprus and the Slovak Republic, establishing maritime offshore companies.
- Offering, negotiating and concluding chartering fixtures, preparing shipping market analysis, writing market reports, special focused on project & dry cargo chartering, broker of Hyundai Heavy Industries, Bulgaria.
- Rendering agency services (for more than 100 vessels).
- Preparing freight invoices, pro-forma and final disbursement accounts
- Concluding the S&P deals for the company's fleet
- Office based duties - invoicing, secretarial, database and accounting work

I have great trading experience with the biggest companies in the fertilizers branch: Transammonia, Ameropa, Indagro, Unifert, Common Market Fertilizers, Evertrade, Mekatrade. I am a reliable team player, self-starter and loyal. Languages: English, Russian, Bulgarian. Excellent computer skills in Windows, Word, Excel, Access, Powerpoint, Photoshop.

web: <http://www.stefanov.5u.com> (resume available here)

email: [ivansspro@yahoo.com](mailto:ivansspro@yahoo.com)

cell. +1 347 217 8343

(S5-05)

**Candidate 8:** Experienced and proven professional in the maritime industry with a set of core competencies that include analytical problem solving, logistical coordination, leadership, client relations and negotiation skills supplemented with a state-of-the-art MBA in finance. Experienced in vessel management and operations, chartering and sales, financial modeling, risk assessment, project management, team leadership and executive-level presentation. Seeking to leverage prior experience into new challenges and opportunities in project/structured finance and business development. Resume and references will be furnished upon request. Phone: 203-536-4425, Email: [sm92mma@optonline.net](mailto:sm92mma@optonline.net) (S5-2)

## HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$100 - and it has proven to be THE place to be seen and answered.

**Position A:** Accounts Payable person to join financial department team of 3 in a professional Ship Management Agency located in Stamford, CT. Minimum 2 years related experience required. Experience in a multiple company environment a plus. Functions center on AP and general ledger input with PC based accounting systems. Must be proficient in Excel and generally capable with other popular PC office applications. Numerical typing skills and a natural inclination for thoroughness and accuracy is essential. Good opportunity for exposure to a broad range of financial department functions. Congenial atmosphere. Competitive compensation includes excellent benefits. Email your resume and salary requirements to: [jobs\\_ship\\_managers@yahoo.com](mailto:jobs_ship_managers@yahoo.com), or fax to 203-358-2375 Attn Treasurer. EOE (HW08-05)

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**Position B:** Purchasing Clerk

### JOB DESCRIPTION

Growing international dry cargo carrier based in Westchester, NY, seeking entry level accounting person whose duties will be office based. Position will work directly for Purchasing Dept. to handle invoice reconciliation and data entry. Will train in entry level purchasing position. Looking for highly motivated, self-starting candidates who are very organized and computer literate. Send salary requirements with resume to [zrm@nyc.tbs-ship.com](mailto:zrm@nyc.tbs-ship.com) or fax (914) 961-6425. (HW07-05)

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**Position D:** ACCOUNTS PAYABLE SPECIALIST

General Maritime Corporation has an opening for an experienced accounts payable specialist. Candidate must have a bachelor degree in accounting and a MINIMUM of 2 years accounts payable experience, preferably in Marine Shipping Business. Candidate must be very good with details and very well organized. Candidate must be a problem solver who works well in a high volume fast paced environment. Responsibilities include analysis and timely processing of disbursement accounts for payment, processing checks, coding and keying of invoices. Knowledge of Excel is essential and familiarity with ShipNet is a plus.

There are opportunities to grow with our company. In fact, this position is available due to a promotion granted to one of our current A/P specialists. We will also consider more seasoned accountants for a vessel accounting position.

If interested please contact Brian Kerr at telephone 212-763-5629 and my fax number is 212-763-5607. (HW07-05)

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**Position E:** Sales Manager

### JOB QUALIFICATIONS

We are looking for a talented and experienced sales manager who will assist us in growing our business in the US market. The sales manager should be self motivated, have strong interpersonal skills and ability to articulate features & benefits of products. Most importantly be passionate about prospecting and developing new business. Experience in Telecommunication or the Marine industry is preferred but not required.

### JOB DESCRIPTION

- Market & sell World-Link Communications services to Ship owners, managers & operators in your designated territory.
- Prospect & develop new business
- Maintain a relationship with our current and potential customers.
- Provide our customers with support as needed.
- Advise World-Link Communications management on new opportunities in the market/demand for new services.
- Marketing intelligence: competitors rates, competitors service, new services in the market, new market entrants.

On the web at [www.wlnet.com](http://www.wlnet.com). To apply send resume and salary history/requirement to [info@wlnet.com](mailto:info@wlnet.com). (HW08-05)

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**Position F:** Assistant to the Line Manager

Gearbulk, Inc., an international shipping and transport company located in Tampa, Florida, is seeking a highly motivated individual to join our Commercial Department in this full time entry level position. Initial responsibilities will include assisting the Line Manager, providing customer service, booking of freight, billings, tracing cargo and scheduling. The successful candidate must possess excellent communication skills, be a team player and be willing to grow and develop with us. Computer literacy in Microsoft Office is required. Experience within the forest products sector is preferred, but not essential. A competitive salary and benefits will be offered to the right candidate. Qualified candidates should e-mail a cover letter and resume to [sve@gearbulk.com](mailto:sve@gearbulk.com) or Fax to 813-830-6204. All applications and information will be treated with the strictest confidence. (HW07-05)

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**Position G:** Department Head Ship Registry, Virginia

The world's second largest ship registry, with over 2100 ships (and growing) is presently seeking a Department Head for their Seafarers Certification and Documentation department.

This is an excellent opportunity to join a major international organisation with great career potential.

Your key objectives will be to guide the planning, implementation and direction of the department. This will include budgetary responsibilities, evaluation of seafarers applications, management of a team of up to 20 staff and identifying opportunities for new products and services to the maritime industry.

You will be a Master Mariner or Chief Engineer, educated to degree level with management experience and education or experience in business administration. You must have excellent organisation, planning, process management skills and a high standard of IT skills.

Please forward your resume with a covering letter stating your salary requirements and notice period, quoting reference CMA13961, to [atravell@shippingjobs.com](mailto:atravell@shippingjobs.com).

All applicants must have existing entitlement to work in the USA. No agencies or direct applications please. All enquiries will be forwarded to Spinnaker Consulting Ltd. (HW08-05)

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**Position H:** Tanker Operations Assistant, Connecticut

The Connecticut office of a well respected foreign based ship-owner seeks a tanker marine operations assistant.

Duties will include all aspects of T/C and V/C tanker operations including

pre/post fixture and freight and laytime calculations. The successful candidate will work closely with the tanker manager in addition to the marine and engineering managers.

Some experience aboard tankers is a plus, but not a requirement.

Candidates must possess a current USCG unlimited tonnage ocean third mate or third engineers license and have a bachelors degree in either nautical science, engineering or marine logistics.

To apply please send a resume together with a covering letter to:

TankerOps@Apply-Direct.com (HW08-05)

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**Position I:** Company: Louis Dreyfus Group

Title: Assistant Administrator - Marine Operations

(Shoreside Time Charter Opportunity)

Department: Ocean Freight Merchandising

Posting Date: 6/14/05

Location: 20 Westport Road, Wilton, CT

Come ashore to a great opportunity! This time charter operation which transports dry bulk cargo is looking for a seagoing deck officer to assist with vessel and port operations. Terrific spot for an outgoing individual, especially a recent Maritime Academy graduate, looking to work in a highly visible position utilizing shipboard skills to manage ocean freight operations. This position uses knowledge of Handy and Panamax dry bulk carrier capabilities to coordinate and plan voyage, cargo and bunker operations. Duties include: communicating voyage instructions to vessel masters and arrangements to cargo/freight agencies worldwide, coordinating efficient loading and discharge operations with domestic and foreign offices and agents at ports, coordinating receipt of payments and disbursement of advances and assisting with the settlement of laytime. This position also assists in the resolution of claims. We offer a competitive compensation and benefits package and opportunities for advancement!

Requirements:

- Bachelor's degree in Marine Transportation (preferably a Maritime Academy graduate)
- Zero to two years of sailing experience on a dry bulk carrier with a basic knowledge of interpreting time and voyage charter parties
- Third or Second Mate unlimited USCG license preferred
- Knowledge of Handy and Panamax dry bulk carrier capabilities used to coordinate and plan voyage, cargo and bunker operations
- Basic understanding of how laytime affects overall voyage performance and profit and loss
- Knowledge of global geography such as applies to ocean voyages and shipping routes
- Knowledge of shipboard operations, including the ability to capitalize on a vessel's maximum capacity for a voyage (within the time and voyage charter party contracts)
- Basic knowledge of economic principles and accounting practices
- Strong verbal communication skills
- Strong analytical skills
- Ability to handle multiple tasks and prioritize workload
- Knowledge of ocean freight demurrage/despatch concepts a plus

TO APPLY: Apply online on the Career Opportunities/Employment Information page on our website: [WWW.LOUISDREYFUS.COM](http://WWW.LOUISDREYFUS.COM).

(HW07-05)

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**Position J:** Fleet Manager:

Responsible for the day-to-day operation of assigned vessels, interacting with the vessel captain, mates & engineering staff, crew and shore side chartering and support personnel. Responsible for successful execution of all voyages as measured against customer expectations and internal plan. Analyze data and draw correct conclusions. Must have good decision making ability. Responsible for the evaluation, development and performance of assigned seagoing team members. Computer skills, people skills, management & organizational skills required. Some technical knowledge desirable.

Contact: Jason Hillman, Recruiter, Teco Ocean Shipping

Tel: 813 209 4214, Email: [jason.hillman@tecoocean.com](mailto:jason.hillman@tecoocean.com),

fax: 813 242 4849

(HW07-05)

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**Position K:** Marine Surveyor/Consultant - New Orleans, LA

Technical Maritime Associates, Inc., a top marine survey/consultancy firm in New Orleans since 1984, has an immediate position open for a marine surveyor.

Job duties and functions include, but are not limited to the following:

Cargo damage surveys.

Hull/machinery damage surveys.

Draft/Deadweight surveys.

On-Hire/Off-Hire surveys.

Bunker surveys.

Cargo loading surveys.

Cargo discharge surveys.

Container damage surveys.

Vessel pre-purchase surveys.

P&I Club condition surveys.

Expert witness testimony.

The successful candidate should have 2 to 5 years experience in the marine surveying/shipping field and/or related experience on board oceangoing vessels. A Bachelors degree from a recognized maritime academy and/or nautical school and a 2nd Mate/2nd Engineer (or higher) merchant mariner license is preferred.

Competitive salary, with attractive benefits package, including health insurance, dental insurance, car allowance, mileage allowance and 401K. Candidate must live in and/or be willing to relocate to the New Orleans, Louisiana area. Applicants must be either US Citizens or green card holder. All applications will be treated with strict confidence.

Contact particulars:

Captain Bobby Surendra, Technical Maritime Associates

2908 Hessmer Avenue, Suite 1, Metairie, LA 70002

Tel: (504) 454 2323, Fax: (504) 454 2544

E.Mail: [bstechmar@bellsouth.net](mailto:bstechmar@bellsouth.net)

(HW08-05)

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**Position M:** TECHNICAL COORDINATOR

Growing International dry cargo carrier based in Westchester, NY seeking Graduate of marine engineering with strong computer skills. Position involves assisting, coordinating & contributing to technical/operations tasks w/full potential of personal development & promotion. Maintaining/monitoring records of surveys, repairs and maintenance of the ships. Ordering services and maintaining Job Order system. Complete the implementation then administer the company and vessels'

AMOS for windows (M&P) maintenance and purchasing software and AMOS Mail systems. Monitor ship's performance. Performing special technical projects as assigned. Maintaining plans, drawings, and instruction manuals of all vessels. Please send resume to [zrm@nyc.tbsship.com](mailto:zrm@nyc.tbsship.com) or fax to (914) 961-6425. Please include the heading TECHNICAL COORDINATOR on all transmissions. (HW08-05)

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**Position N: VESSEL MAINTENANCE COORDINATOR**

**JOB DESCRIPTION:** Growing international dry cargo carrier based in Westchester, NY, seeking recent graduate in marine engineering or marine transportation with strong computer and organizational skills. Position involves the management of the fleet's AMOS maintenance/purchasing and mail systems. Ideal candidate must be computer literate and will have strong knowledge and experience with AMOS or similar software systems or is willing to be trained. Looking for highly motivated, self-starting candidates. Send salary requirements with resume to [zrm@nyc.tbsship.com](mailto:zrm@nyc.tbsship.com) or fax (914) 961-6425. (HW08-05)

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**Position O: PORT ENGINEER**

Growing International dry cargo carrier based in Westchester, NY seeking 2-3 experienced marine engineers for Port Engineer position. Responsible for vessel performance supervision worldwide, including drydocking & repairs. Must be willing to travel extensively. Qualified candidate must possess hands-on experience & at least 5 years as Port Engineer. Please send resume to [zrm@nyc.tbsship.com](mailto:zrm@nyc.tbsship.com) or fax to (914) 961-6425. Please include the heading PORT ENGINEER on all transmissions. (HW08-05)

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**Position Q: Operations Assistant**

Shoreside tug operations opportunity.

Operations department for local tug company is seeking an individual to assist with daily vessel operations and administration. Responsibilities will include; recruiting and interviewing vessel personnel, scheduling vessel crews, ensuring payroll accuracy and processing payroll, relief tug dispatching, and vessel safety management compliance and record keeping. A successful applicant will have strong verbal and written communications skills and strong analytical skills. The ability to handle multiple tasks and prioritize workload is required. Knowledge of tug operations and previous vessel experience a plus.

**Qualifications**

Bachelor degree in Marine Transportation, Maritime Administration or similar field preferred. Applicable vessel operations experience or prior shoreside administration experience will be considered in lieu of degree. Experienced yeoman applicants will be considered.

Send resumes to;

Moran Towing of Virginia

1901 Brown Ave, Norfolk, VA 23504

Or email; [acook@morantug.com](mailto:acook@morantug.com)

(HW08-05)

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**Positions R & S:** New York based dry bulk operator is looking for a Purchasing Manager and Quality Assurance/ISM Coordinator.

**Purchasing Manager:** must have 5+ years in marine purchasing.

Required competencies:

- Experience with foreign vendors & in negotiation of supply contracts
- Understand ships requirements and usage, logistics and freight planning
- MS Outlook, Word, Excel, ABS Safenet and ShipNet

**Quality Assurance/ISM Coordinator:** entry-level position for the maintenance of Safety Management System, Vessel Operating Database and general admin duties.

Qualifications/experience:

- 2+ years in shipping industry or entry level from a Maritime Academy
- Fluent in oral and written English
- Strong computer literacy in ShipNet, SafeNet, MS Office

Competitive salary and benefits offered to applicants meeting these qualifications. Please send resume and cover letter to Apex Marine Ship Management Company, LLC, attention of Bob Kunkel - via email to [alackowitz@argointl.com](mailto:alackowitz@argointl.com) or fax to 212 966-9574

(HW08-05)

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**Position T: Bunker Broker/trader.**

Merlin Petroleum is a small but growing bunker broker and trader based in Westport, CT. Due to the rapid expansion of our business we are looking for a dynamic person to join our team as a bunker broker and trader. Prior oil industry experience will be a plus but all applicants with chartering, agency or broking experience, together with a solid academic background, are invited to apply. Email resume to [merlin.bunkers@snet.net](mailto:merlin.bunkers@snet.net) or fax to 203-227-3910 (HW08-05)

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**Position U:** International shipping company has an opening in its NY headquarters for an assistant analyst to join its chartering team. Candidate must be a maritime graduate with BS in Marine Business or Marine Transportation. One to two years experience either at sea or shore side is a plus. Strong maritime background and basic knowledge of Microsoft Office products is necessary. Main responsibilities will be the preparing of statistical reports and presentations. We are particularly looking for someone who has an aptitude for figures and is comfortable working with large quantities of numerical data. An ideal candidate must be detail oriented, have good communication skills, work well with tight deadlines and can function in a group as well as independently.

Company: OSG Ship Management, Inc.

Address: Midtown Manhattan, Fax: 212-578-1960

E-Mail: [smisuraca@osg.com](mailto:smisuraca@osg.com)

Notes: Please include salary range

(HW08-05)

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**Position V:** Claims/Insurance Manager wanted for dry bulk shipping firm located in lower Westchester County, NY. Candidate should have experience in H&M, P&I, cargo, logistics, agency insurance and hands-on handling of all types of ship/cargo/crew claims. We are looking for a candidate who is well organized, computer literate and preferably with Spanish speaking capacity. Please send resume and salary requirements via email to [zrm@nyc.tbsship.com](mailto:zrm@nyc.tbsship.com) or via fax to (914) 961-6425 please reference Claims Manager on all correspondence. (HW08-05)