

UP COMING EVENTS

SAVE THE DATES

JANUARY 2020

Date to be confirmed

CMA Monthly Speaker Luncheon

Speaker and Topic TBA

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

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: \$50 per person / Non-Members: \$60 per person

FEBRUARY 2020

Thursday, February 27, 2020

CMA Monthly Speaker Luncheon

Speaker and Topic TBA

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

Cash Bar: 12 Noon – Seating for Lunch 12:45 pm
Members: \$50 per person / Non-Members: \$60 per person

MARCH/APRIL 2020

Tuesday, March 31-

Thursday, April 2, 2020

CMA SHIPPING 2020

Hilton Hotel, Stamford, CT

www.cmashipping2020.com

For Reservations for all CMA Events please call
Lorraine at +1.203.406.0109 Ext 3717,
or email conferences@cmaconnect.com or
LParsons@marinemoney.com

PRESIDENT'S NOTES

December is always a good time to reflect a bit. I looked back at my article from December, 2018, when I said the following, "One year from now, the shipping industry will likely have completed cleaning an unprecedented number of bunker tanks in anticipation of compliance of the sulphur cap regulation." Of course, there was certainly nothing mind boggling about that statement, but here we are, one year later, and indeed, there has been a real flurry of activity over the past few months in order to make sure that ships are in compliance when the clock strikes midnight on December 31st.

At our October luncheon, Jan Hagen Andersen, Business Development Director, DNV GL Maritime, said that he expected that some 50% of Owners would not be stemming any 0.5% sulphur FO until December, 2019. Although I suspect that firm data on this is not yet available, what we do know at this point is that there are regions where 2020 compliant bunker availability is presently quite

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• CMA INFORMATION •

OFFICERS

PRESIDENT

Joe Gross
P: (203) 274-1558
Email:
joey.gross@gmail.com

VICE PRESIDENT

Chris Aversano
P: (203) 570-3871
Email:
aversanocl@gmail.com

SECRETARY

Marina Critides
P: (203) 918-6908
Email:
mccritides@msn.com

TREASURER

Louis Linde
P: (646) 752-6340
Email:
louis.linde@gmail.com

GOVERNORS & COMMITTEE CHAIRS

MEMBERSHIP

Greg Kurantowicz
P: (203) 843-3719
Email:
gkurantowicz@associatedasphalt.com

COMMUNICATION

Jess Hurwitz
P: (914) 525-2734
Email:
jess.hurwitz@gmail.com

SOCIAL

TBA

PLANNING & ADMIN

Patrick Bähr
P: (484) 557-6670
Email:
patrick.baehr@uptankers.com

EDUCATION

Kevin Breen
P: (203) 550-5552
Email:
kbreencma@gmail.com

MEMBERSHIP LIAISON

Kim Edwards
P: (203) 548-7444
F: (866) 548-7720
Email:
cmamembership@gmail.com

E-MEDIA

Cameron Amigo

CMA AMBASSADOR (ASIA)

Larry Liu
P: (201) 887-0498
Email:
captlarryliu@gmail.com

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LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost
P: (203) 406-0109 • F: (203) 406-0110
Email: dbfrost@optonline.net

JOB MART: Lorraine Parsons/Cari Koellmer
Email: conferences@cmaconnect.com

EVENTS & WEB: Lorraine Parsons
Email: conferences@cmaconnect.com

tight, which will surely cause problems and challenges for some Owners.

However, like any new, disruptive change to an industry, these sorts of issues must be expected, and as with other such industry changes we have worked through in the past, within a few months, the entire deep sea fleet will be burning compliant bunkers or using scrubbers, and we will be back into a normal operating situation, albeit a better situation, with significantly lower sulphur emissions! As I have said in the past, we, as an industry, made the decision to do this, leading the world in global environmental initiatives, and within a few short weeks, the work will essentially be behind us, and we will be a cleaner industry for it!

I would like to remind you all that we are still working on the documentary called Sea States, with Tom Garber of Third Wave Films. We are very excited about this project, which will help to educate the public about our great industry – that we move nearly 90% of all goods globally, yet emit only about 3% of the world's greenhouse gases, that our seafarers get goods to market in spite of sailing through storms and facing pirates, that we are, in fact, leading the world in global environmental initiatives.

We are doing remarkable things, in our beloved industry, but no one is going to come knock on our door and ask us what we are doing, we need to tell them. This film, Sea States, is one way that we can get the word out. However, we are still in need of some funding, and we are making a final push for financial backing so that we will be able to premier this important film at the 2020 CMA Conference. I am asking that you consider helping us with this funding challenge. We need the final \$34,000 to get this project fully financed. Please let me know if you have an interest in providing financial backing – there are some interesting opportunities at higher levels of funding.

Alternatively, Tom Garber has set up a “gogetfunding” site to help raise for those that might want to participate using a credit card rather than a check or wire transfer – here is the website: <https://gogetfunding.com/sea-states-film/> Please consider participating in this project. It is very important for so many reasons. And, please pass the word – please post the “gogetfunding” link on your Facebook, LinkedIn, and Twitter accounts!!!

In local news, Connecticut is moving forward with wind power. Connecticut recently struck a deal with Vineyard Wind of New Bedford, Mass to provide enough zero-emission power to supply some 400,000 Connecticut homes.

FROM THE EDITOR

The port of Bridgeport is set to see significant investment from Vineyard Wind for a facility for fabrication and final outfitting of equipment, as well as operations and maintenance. This should be a very exciting project to watch over the next few years, indeed!

We are so grateful to have had Jeff Pribor of International Seaways as our speaker at the November CMA luncheon at the Harvard Club in Manhattan. Jeff is always a great speaker, and of course, he did not disappoint, starting his presentation by donning a hat from his alma mater, Yale – a bold move! We had a full house, who were presented with a wide ranging talk by Jeff, which touched on many different aspects of shipping which all feed into the pool of data needed to keep International Seaways running smoothly and efficiently, and at the forefront in terms of green initiatives. Many thanks Jeff!

Thanks to everyone that attended our Holiday Party on December 10th. It is always so nice to have an opportunity to see so many old friends, and make some new ones! Remember that CMA's strength is in our membership, and we are always glad to be able to facilitate a great networking event for our membership!

Remember that CMA Shipping 2020 will soon be upon us, March 31 – April 2, 2020. We are working very hard to bring you an exciting and relevant series of panels and events for the Conference, and we are confident that you will not be disappointed! Aside from the usual work and excitement that I have about the upcoming Conference, it's a little bittersweet for me, as this will be my last Conference as CMA President.

I think a lot lately about all that CMA has been able to accomplish since its inception, carrying on the work of past CMA Presidents during the period of my stewardship of this important organization, and initiating new projects to keep the CMA moving forward, well into the future. I count myself lucky to be able to stand on the very able shoulders of those that came before me, and to have worked with many dedicated CMA Board Members over the past few years. It's not the last time that I will thank those I have been lucky to work with, but it is always worth saying thanks – so, thanks to all of our past Presidents, our past and present Board Members, and all of the great folks at IMS and Informa.

Finally, I want to wish everyone a very joyous holiday season, and a happy, healthy and prosperous 2020!

At this time of year we often find our professional conversations dealing with CHANGE. Change is part of life but it seems the early 21st Century is introducing more changes in less time than earlier periods. Shipping has long been recognized as a “mature industry” implying it doesn't change much. In fact, though, because shipping and the business of shipping influences, and is influenced by, almost every part of global trade, change is inevitable. HOW TO MAKE CHANGE PRODUCTIVE?

Besides those changes that involve IMO 2020 there are those aspects of trade and global trade policies that go beyond ships. Having attended many shipping business related conferences and gatherings in the last month, I heard key words such as uncertainty, tariffs, trade wars, deglobalization, and recently I heard **ESG** (environmental, social and governance).

The **E**, environmental criteria, includes the energy your company (ships) takes in and the waste it discharges. It encompasses carbon emissions and climate change.

S, social criteria, addresses the relationships your company has and the reputation it fosters with people and institutions in the communities (investors, bankers, lenders). It also includes labor relations, diversity and inclusion.

G, governance, is the internal system of practices, controls and procedures that makes decisions that comply with the law and meet the needs of external stakeholders.

It would seem that ESG is an integral part of how we do business, but the individual elements are themselves intertwined.

There is a lot more to this discussion and I recommend to your reading McKinsey's latest Quarterly Report on the topic.

Another report that seems to be worthy of your time is mentioned in the New York Times Monday December 9, 2019 (by Eduardo Porter, page B1) which talks about innovation. The article is titled *New Report Displays the Perils of not Spreading the Wealth* on Innovation focuses on the

impact technology has on job creation often beyond technology.

Recently I have been asked about Maritime Policy (defined as a course of action adopted and pursued by government). In this case it has to do with how to further commercial activity in a port or ports that creates jobs and commercial activity. The assumption is that those who are creating this policy have brought together those that know about trade, marketing, transportation and the ESG of water dependent business (ports, terminals, ferries, etc.).

It therefore follows that not knowing what has not worked in the past have no way to create new ideas (INNOVATION). Innovation requires problem solvers, industry and investors that know. The new NY Maritime Innovation Center at Fort Schuyler (www.nymic.org) is a step in that direction.

Happy holidays, Donald Frost

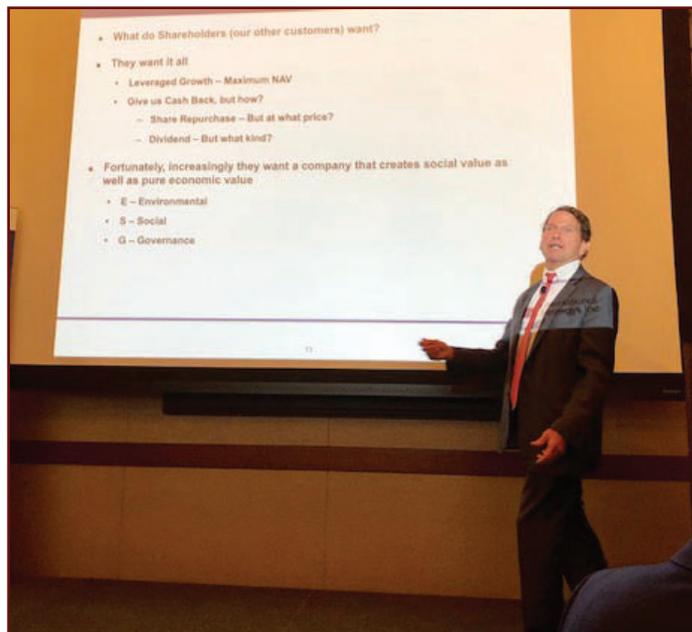
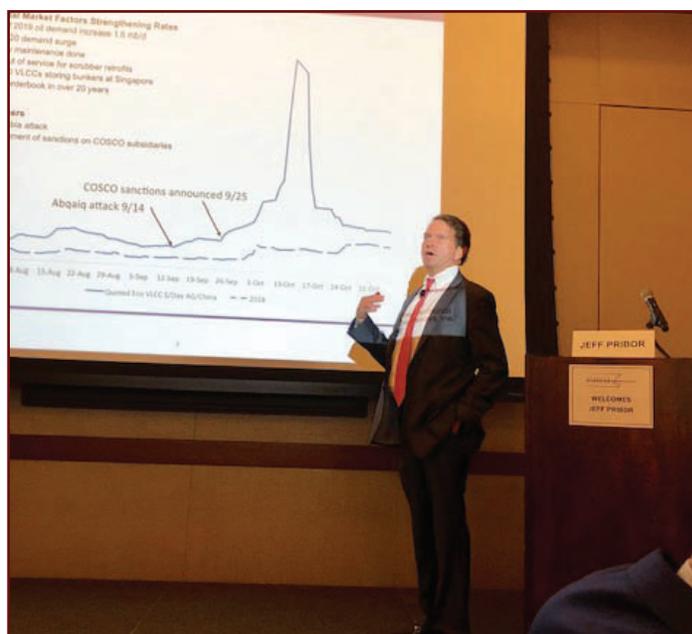
ANOTHER LOVELY CMA LUNCHEON

CMA New York Speaker Luncheon – November 14th

Thank you to the 90 attendees who attended our final CMA speaker lunch of the year on November 14th at The Harvard Club in New York City.

We were pleased to welcome Jeff Pribor, CFO of International Seaways as the lunch speaker this year for our 8th Annual event. Jeff gave a spectacular presentation that was both incredibly personal, touching on his career history and beliefs, and informative, on the history of International Seaways, Inc. - INSW (NYSE listed), its company culture, what we might see in the tanker markets moving forward and how to make money in tanker shipping, as well as The Future: IMO 2020, Carbon Emissions and ESG and he couldn't resist pulling out his Yale hat to wear at the beginning as a Yale man!

It was a worthy lunch event to end the season! Thank you Jeff!





35 YEARS

A celebration of North America's
largest Shipping event



Commemorative Book

To celebrate the 35th anniversary of CMA Shipping, a special commemorative book has been commissioned to share stories and the growth over the last 35 years.

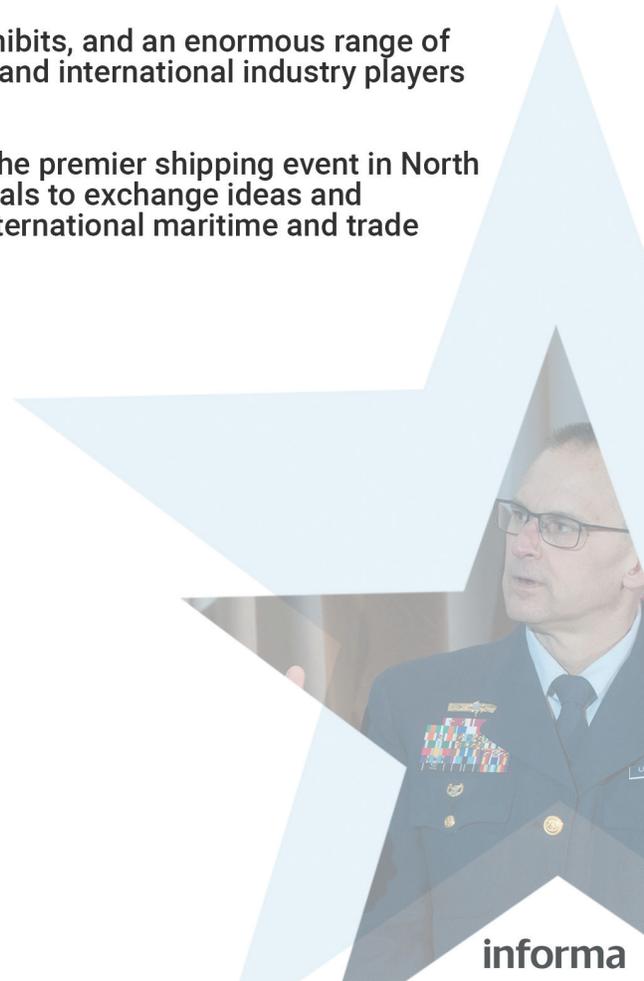
From humble beginnings in 1985, CMA Shipping has become a "must-attend" event on the business calendar.

A dynamic and topical program, combined with innovative exhibits, and an enormous range of networking opportunities attracts over 2,500 major domestic and international industry players each year.

Over 35 years, the CMA Shipping has grown in reputation as the premier shipping event in North America, with a mission to provide an open forum for individuals to exchange ideas and information supporting the development and growth of the international maritime and trade industries.



* for illustration purposes



informa

Be a part of history...

This once-off commemorative book will be richly illustrated with numerous photographs and will also tell of the unique experiences of the some of the people who have attended and made CMA Shipping a place *Where shipping business gets done!*

Intended Content

- Foreward
- Comment & interviews from dignitaries
- Timeline of the CMA
- History of CMA Shipping & the Commodore Award
- Note from the United States Coast Guard
- Admirals perspectives
- TimeTree of CMA Presidents
- TimeTree of Commodores
- Best memories at the CMA – photos and fond memories from regular attendees

Advertising/ Sponsorship opportunities

- ¼ Page advert - \$995
- ½ Page advert - \$1195
- Full Page advert - \$1295

- ¼ Page advertorial - \$1195
- ½ Page advertorial - \$1395
- Full Page advertorial - \$1495
- Double Page advertorial - \$2500

- Inside front cover - \$3250
- Inside back cover - \$3250
- Back cover - \$4000

**** For existing sponsors and exhibitors please contact Thomas or Robin for more information on special rates**

To get involved contact:

Robin Rudolph
E: Robin.Rudolph@KNect365.com
T: +44 (0) 20 337 73236

Thomas Martins
E: Thomas.Martins@knect365.com
T: +44 (20) 701 76547

CMA SHIPPING

35
YEARS

A celebration of North America's
largest Shipping event



MARCH 31 - APRIL 2, 2020
Hilton Stamford Hotel,
Connecticut



THE LARGEST INTERNATIONAL SHIPPING EVENT IN NORTH AMERICA

Where the global leaders of shipping get business done.

FULL AGENDA OUT NOW

3 DAYS OF UNMISSABLE CONTENT ON THE HOTTEST TOPICS IN THE MARITIME INDUSTRY INCLUDE:

Drivers for Change: New Infrastructure Projects

New ideas on environmental policies and initiatives affecting trade including decarbonization, fuel alternatives, trade sanctions and more.

Where Blue Water and Brown Water Meet: Challenges on the Mississippi River

Flooding, currents traffic due to weather and climate and what this means for the wider shipping community. This workshop / roundtable will bring together an audience of shipowners, terminal operators, ship agents, tug and the US Coast Guard to work through the challenges.

Container Shipping: What's next?

Covering digitalization of ports and smart cranes, port capacity, trade routes and a specialist look at sanctions.

Insurance

A look at the latest trends in insurance, what cyber regulations are in line for 2021 and potential effects of sanctions.

The Human Element

Crew management – delving into mental health care for mariners and safety at sea. Plus, big discussion topics on shipping's image in the global media and recruiting a younger generation.

Bunkering 2020: The New Reality

A deep dive into the post IMO 2020 bunkering landscape. What do VLSFOs really look like? How is buying bunker fuel under the 'new regime'?

The Circular Economy

Case studies of groundbreaking infrastructure projects from around the US focusing on delivering social good in addition to ROI.

Smart Operations & Digitalization

Overcome the latest challenges and look to new future ideas in creating a digitalization culture, create cyber resilience in a digital era and debunking the blockchain myths.

Salvage

The question is around Containership fires – could the US Coast Guard be doing more and are the regulations sufficient enough?

Future of Ship Ownership

Panels and case studies focusing on the big questions facing ship owners – curated by ship owners for ship owners.

Legal Issues

A CMA staple – get your CLE credits and discover the current issues of legal significance to commercial shipping.

Finance

Steps for a ship owner to take to protect financial integrity and a look at the Poseidon Principles.

See the full agenda online Maritime.KNect365.com/CMA-Shipping/Agenda/1

BOOK BEFORE JAN. 31, 2020 TO **SAVE UP TO \$420**

To register you can book online or contact our customer services team by email or phone.

Maritime.KNect365.com/CMA-Shipping/Purchase/Select-Package | lmea.Registrations@Informa.com | +1 941 554 3500

CMA SHIPPING 2020

DISCOUNTS FOR CMA MEMBER CONFERENCE DELEGATES

As you have seen in emails in recent months, the CMA's annual trade show and conference, CMA Shipping, is now being entirely managed by KNect365 Maritime, part of the UK based Informa Group.

In the past those CMA Members wishing to attend the conference as delegates could apply for that rate when signing up, by checking a box. For 2020, to be held March 31-April 2, 2020 (Tuesday-Thursday) it will be slightly different as it was in 2019. For any CMA Members wishing to sign up as conference delegates you will need to use a Promo Code to get this discount.

Please go to www.cmashipping2020.com and apply the promo code FKT3653CMA and it will give you a \$300 member discount in addition to any early booking savings. Alternatively go directly to a pre-loaded url <http://bit.ly/2Oqmw68> where the member discount will be automatically included.

Sometimes some of our members choose to renew membership at the same time as signing up as a conference delegate. If this is the case you should now renew directly through the CMA's regular website: www.cmaconnect.com or by contacting the CMA directly per the information on the website.

I will repeat this discount information on a regular basis moving forward and will also include in future issues of the monthly CMA Newsletter.

Thank you for your support.
Best regards, Lorraine
Lorraine Parsons
Event Director, CMA
www.cmaconnect.com
www.cmashipping2020.com

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mr. Donald Bogdon, Chembulk Tankers, Southport, Connecticut

Ms. Jenny Esguerra, Marine Accounting & Vetting Manager, Oldendorff Carriers USA Inc., Stamford, CT

Mr. Robert Golia, Shipping Assistant, Gerald Metals, Stamford, Connecticut

Mr. Justin Hubbard, Marine Service Manager – Atlantic Northeast, Inchcape Shipping Services, Woodbridge Township, New Jersey

Mr. George Karikoglou, Americas Business Development Manager, Shipping, Lloyd's Register, New Jersey

Mr. Onojaife Kingsley, CEO, Jessco Maritime Resources, Ltd., Lagos, Nigeria

Ms. Ashlie Levert, Director of Accounts, American Maritime Services, LLC, New Orleans, Louisiana

Mr. Kurt Odell, Senior Litigation Counsel, Moran Towing Corporation, New Canaan, CT

Mr. James Paladino, Business Development, Perceptive Sensors, Tucson, Arizona

Mr. Brendan Pezzulo, Student, SUNY Maritime College, Bronx, New York

Mr. Jeremy Pino, Sr. Port Captain, American Maritime Services, New Orleans, Louisiana

Mr. Joseph Saglimbeni, Operations, Mercuria Energy Trading, Greenwich, Connecticut

Ms. Stacey Teicher, Marketing Account Services Director, Lloyd's List, New York, New York

We hope to meet you soon.

Greg Kurantowicz, Chairman, Membership Committee

CALL FOR PAPERS



CMA EDUCATION FOUNDATION
A 501(c)(3) Tax Exempt Organization

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

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

CMA's annual Trade Show and Conference, March 31 to April 2, 2020, will feature a session entitled **"Student Research Presentations on the Business of Shipping" on Wednesday, April 1, 2020.** To qualify a student must be an individual working towards a Bachelor's or Master's degree in a US university.

All papers are to be original manuscripts and the topics should have practical application to industry problems, issues, or policies. Papers will be reviewed by teams from academia and industry. Three papers will be selected and awarded certificates, with a first place award of \$2500, second place award of \$1500, and third place award of \$1000. The awards are courtesy of **d'Amico Shipping Group**. Papers, presentations or portions of the submissions may be published in industry publications and/or on the CMA Education Foundation website or annual report.

All topics of the "Business of Shipping" are acceptable. Possible topics that students may wish to explore might include:

- Financial pressures and survival among owners of ships – tankers, bulk carriers, containerships

- Imbalance between the supply of, and the demand for, ships and their implications
- Global warming and its effect on the output of agricultural goods and demand for bulk carriers
- Global maritime policies such as those covering safety, environmental emissions, invasive species and ballast water issues, market competition, etc.
- Regulation, enforcement and governance in the maritime field
- Energy – oil, gas, coal, wind, solar – what are its effects on the shipping industry?
- Vessel operating issues – for example, crew recruiting, retention and education
- Ship waste disposal, environmental ship scrapping, population growth and migration and their impact on demand for resources
- Piracy – risks, results and solutions
- The environment – regulations and technological solutions
- Cyber security and data protection for vessel and shore-side offices
- Others, such as: the Maritime Labor Convention, emission issues and technological solutions

Submit your **paper and presentation by January 27, 2020.** Submissions are to be e-mailed only. Feel free to contact Shmuel Yahalom if you have any questions.

Submit to: Shmuel Yahalom, Ph.D.

Distinguished Service Professor

State University of New York, Maritime College
6 Pennyfield Ave.

Throggs Neck, NY 10465

Phone: 718 409 7290

E-mail: syahalom@sunymaritime.edu



CMA EDUCATION FOUNDATION
A 501(c)(3) Non-Profit Organization

Year-End Giving:

SHARE YOUR LOVE OF THE SEA and the maritime industry.

HELP STUDENTS SET SAIL on their maritime careers.

Give the GIFT OF MARITIME LEARNING

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\$300 supports an intern at a CMA member company for a week.

\$500 and \$1,000 supports Scholarship finalists.

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Donate Directly: cma-edu.org/donate/

THANK YOU for helping our maritime students!

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SCHOLARSHIP PROGRAM:

Application Deadline: April 13, 2020; Awards Luncheon: June 25, 2020

Follow us: LinkedIn: <https://linkedin.com/company/cma-education-foundation>

Christeen Bernard Dür, Executive Director, Christeen@cma-edu.org

SEA YOUR FUTURE
To foster future maritime professionals by promoting and supporting maritime related education.



CMA EDUCATION FOUNDATION

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Checks should be made payable to CMA Education Foundation Inc.,

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Send Completed Forms and Checks to Christeen Bernard Dür at:

CMA Education Foundation, c/o Connecticut Maritime Assoc., 100 First Stamford Place, 6th Floor,
Stamford, CT 06902

For additional information, donations of securities or to discuss a planned gift: Contact Christeen at Christeen@cma-edu.org or cell: 914.602.3307.

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 \$300.

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 ext. 3717 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 Regulatory and Compliance Executive

Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.

Regulatory, Quality, and Compliance

- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it's services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.

Underway Experience

Deck Navigating Officer: 2001-2012

Third Officer to Chief Officer

- Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.

- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.

Certifications:

- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

Additional Information:

- Published writer for several trade magazines
- Experienced in the training and development of deck officers

Telephone: 631-626-8462

E-Mail: goodwindmaritime@gmail.com

(S17-10)

Candidate 14: Transformation, Innovation, Technology & Blockchain for Shipping

Experienced NYC metro area shipping industry executive is seeking a new management role directing technology, transformation, innovation, automation, etc. in the maritime industry. I have worked with over 100+ ship owners globally over the last 15 years and am well known and very visible in the industry. Let me help your company become more competitive, develop strategy, save money, gain traction, raise new capital, identify new revenue streams, and be better prepared for the massive changes affecting shipping today and coming in the near future. Let's start discussing and executing your plans for artificial intelligence (AI), digital token strategies, cryptoassets, blockchain, automation, IoT, cybersecurity, analytics, machine learning, platforms/ecosystems, and other emerging trends. Ready to discover new ways to model your business, increase efficiencies, and connect with others in the global supply chain? Let's discuss your future plans today and see how I can help get you on the road to the future before it is too late...

E-Mail: transformation@dx9.io

(S19-07)