

UP COMING EVENTS

SAVE THE DATES

FEBRUARY 2019

Thursday, February 21, 2019

CMA Monthly Speaker Luncheon

WHERE ARE MY GOODS? HOW OUR INDUSTRY CAN USE NEW TECHNOLOGY TO INCREASE VISIBILITY AND LOWER THE BARRIERS TO TRADE.

Learn about blockchain technology and how it is been used in our industry to create the TradeLens platform.

Presenter: Daniel Wilson - Director of Strategy and Operations for TradeLens

The TradeLens Blockchain Shipping Solution is a collaboration between Maersk and IBM to digitize and streamline global trade by leveraging new technologies. TradeLens is an open and neutral industry solution underpinned by blockchain technology, supported by major industry players.

Daniel Wilson heads up strategy and operations for the TradeLens platform. Now based in New York, Daniel is originally from New Zealand. He has held a variety of commercial positions in New Zealand, Hong Kong, and most recently Denmark. He is a graduate of Victoria University of Wellington, where he received a Master of Environmental Science.

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

APRIL 2019

Tuesday, April 2-Thursday, April 4, 2019

**CMA SHIPPING 2019
POWER**

Hilton Hotel, Stamford, CT

<http://www.cmashipping2019.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

It's February, and things are busier for us at CMA, as we approach Shipping 2019, which will be April 2, 3 and 4. As in years past, we are putting together a variety of experts in their various fields, and we look forward to a large turnout of industry professionals from near and far. We hope that you will join us this year, participate in the various sessions, catch up with old friends, and meet some new friends. Help us to honor this year's Commodore, John Hadjipateras, Chairman, CEO & President of Dorian LPG Ltd., as he joins a long and growing list of industry luminaries, going back to Ole Skaarup, our first Commodore, in 1990. Information about speakers and sessions is available by clicking on the Shipping2019 link on the CMA Homepage at www.cmaconnect.com.

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We were very lucky to have Bethann Rooney speak at our January luncheon. She is Assistant Director in the Port Department of The Port Authority of NY/NJ as well as being a classmate at SUNY Maritime College. She has been at the Port Authority since 1993, and took on management of port security in the aftermath of 9/11. In the time since she has become a recognized expert in port security, and has testified before Congress in this role. Presently, she is focused on strategy and innovation, with oversight for all policy, planning, legislative and regulatory affairs, environmental sustainability, performance and efficiency matters in the Nation's third largest seaport.

Her presentation on the port, its history, present operations, capacity, and performance was filled with useful information. The fact that fully one-third of our nation's population is within a 12 hour drive from the port is a part of what makes it so important to our nation's infrastructure. The Port's access to such a large proportion of our population, in and of itself, is a remarkable statistic. The presentation was followed up by some great questions from the audience on a variety of issues, and Bethann, who is an excellent speaker, provided us with really insightful answers. She will be one of our speakers at the CMA Conference – don't miss the opportunity to hear what she has to say!

Our next luncheon will be on Thursday, February 21st, and the speaker will be Daniel Wilson, Director of Strategy and Operations for TradeLens. He will be speaking about blockchain technology and how it is being used in our industry to create the TradeLens platform. The TradeLens Blockchain Shipping Solution is a collaboration between Maersk and IBM to digitize and streamline global trade by leveraging new technologies. This should be an excellent opportunity to learn more about this emerging technology, which is becoming a bigger part of our industry day by day.

We are looking forward to seeing you at our February luncheon. As usual, we will not be having a March luncheon even though the CMA Conference is a bit later this year than in years past. But April will be a busy time, with the CMA Conference at the beginning of the month, and the Annual General Meeting towards the end of the month.

FROM THE EDITOR

By the time you read this Ground Hog Day will be past and as we move into February, I keep thinking we have lived this market before. Markets marked by unrelated acts of God combining with uncertainty over the demand for shipping that is caused by reactions to political events are not unusual. It was only about ten years ago. This too will pass. Reminders:

The Joint Hellenic American-Norwegian America Chambers of Commerce will hold their 25th Annual Shipping Conference Tuesday February 5, 2019 at Apella at Alexandria Center (450 East 29th Street), New York City. Our apologies for the late advice, but we received notice after our January Newsletter and the event is very close as we publish our February edition. Contact Maria Antvort, at NACC phone 646-883-1760.

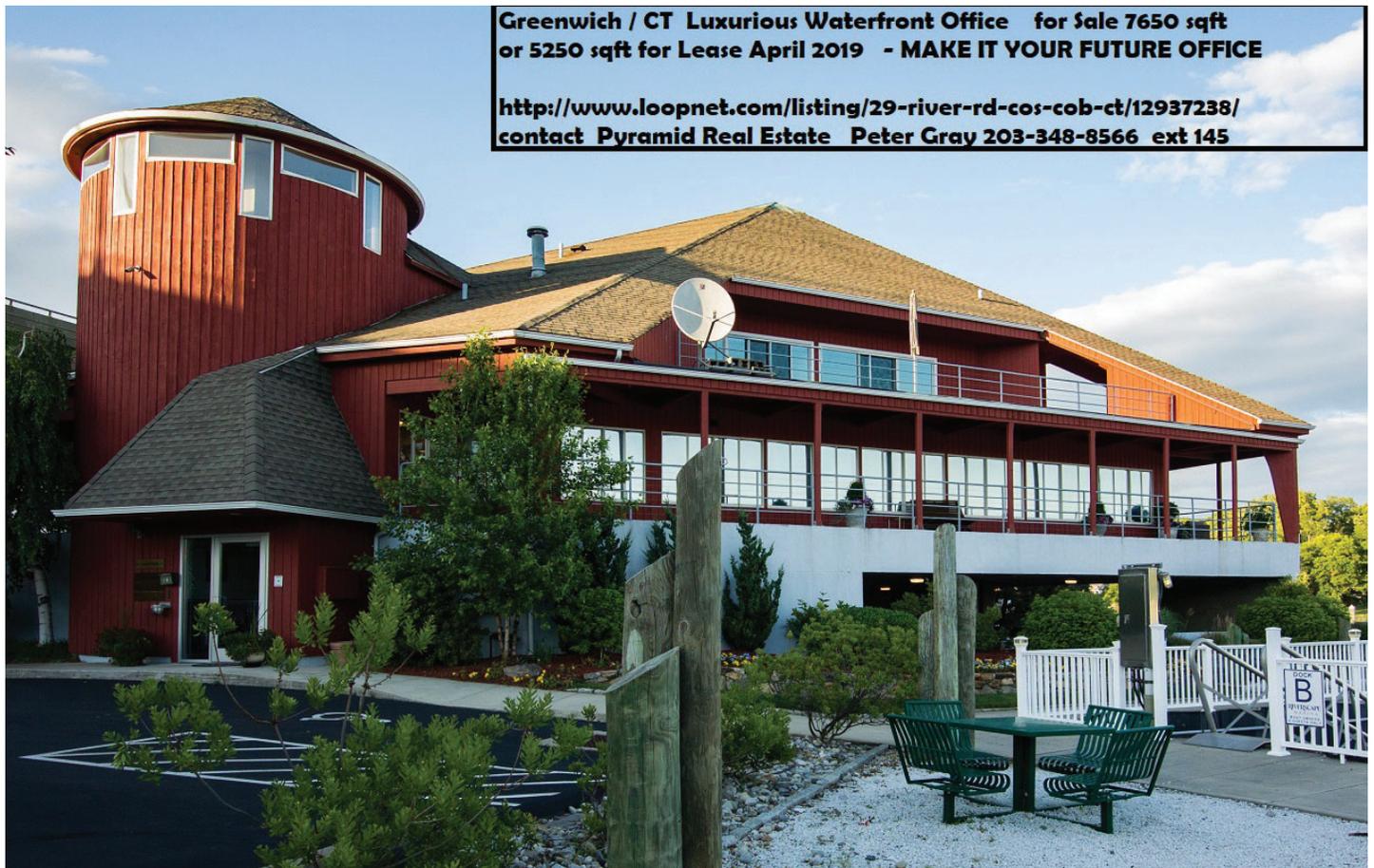
The deadline for submission of entries to the annual CMA Essay Contest was extended to January 28, 2019. Our joint

team of academia and commercial people received 12 submissions. They are from five universities – Texas A&M University at Galveston (2), the Great Lakes Maritime Academy (1), U.S. Merchant Marine Academy (3), Tulane University (1), and SUNY Maritime College(5). Judging from the titles of the papers, reviewing them will be interesting as well as time consuming. Our thanks to our academic partners headed by Prof. S. Yahalom of SUNY Maritime.

The Association of Ship Brokers and Agents (ASBA) will offer several courses and seminars in February. The full list is available at asba@asba.org. A two day live seminar on charter party problems and practical solutions will be offered in Stamford February 21 and 22, 2019.

The Connecticut Port Authority concluded a contract with a new operator of the State Pier in New London starting in May 2019. Full details are available at www.ctportauthority.com. The State Pier is about to receive some upgrades and enhancements that are expected to bring new activity.

Don't miss the February luncheon.



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MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Capt. Amy Blum, Sr Safety & Environmental Systems Specialist, Marine Accident Prevention & Investigation, Haddonfield, NJ

Capt. Andrew Kinsey, Sr Marine Risk Consultant, Allianz Global Corporate & Specialty, New York, NY

Mr. Peter Knowles, President & CEO, KALM Seas Insurance Inc., Seattle, Washington

Ms. Linda Kreter, CEO, WiseHealth, Inc., Severna Park, Maryland

Mr. Sajith Kunnumadathil, Senior Surveyor, Indian Register of Shipping, Kingwood, Texas

Mr. Anthony Misetich, Bunker Trader, Chimbusco Pan National Petrochemical Co., Magnolia, TX

Mr. Peter Russotti, D'Amico Shipping, Stamford, Connecticut

Ms. Sneha Saigal, Business Development Executive, Saigal Sea Trade, Mumbai, India

Mr. Mark St Louis, Northeast Informatics Group, Milford, Connecticut

Mr. Bernie Topper, President (Retired), TFConstantia, Darien, Connecticut

Mr. John Vassilakos, Sarantos Group, Norwalk, Connecticut

Mr. Davis Wright, Partner, Robinson & Cole LLP, New York, New York

Welcome aboard.

Greg Kurantowicz, Membership Chair



CMA SHIPPING 2019 – POWER

APRIL 2-4, 2019 (TUESDAY-THURSDAY) – HILTON STAMFORD HOTEL

North America's pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, Tuesday-Thursday, April 2-4, 2019. Don't miss the chance to visit this great event right here in Stamford – what could be better or more convenient!

Once again we are almost fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you!

Many of our familiar event sponsors have already confirmed their commitment as sponsors and we are also pleased to welcome some brand new sponsors for 2019. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the April 4 Gala Dinner where we will honor our 2019 Commodore, John C. Hadjipateras, Chairman, CEO & President of Dorian LPG Ltd.

CMA Shipping has reinforced its reputation as a "must attend event" and many do not leave the show without booking ahead for the next year. We are off to a great start, continuing to build, and on track for another big event in April.

A developing version of the conference agenda can be found on the show website, and as always, it will be a topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience. Visit www.cmashipping2019.com to view the developing agenda and check back often for all the updates.

Also visit our show website www.cmashipping2019.com for information on all aspects of the event. The website is a great place to check regularly for new updates on the show and all its moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2019 as an exhibitor, conference delegate, sponsor or simply to visit the exhibits, please don't hesitate to contact us.

See again the special promo code in this newsletter that CMA Members should use if signing up as a conference delegate to get the special CMA Member rate.

We look forward to your support and to another great event. Lorraine Parsons, CMA Shipping 2019
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

CMA SHIPPING 2019

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 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 2019, to be held April 2-4, 2019 (Tuesday-Thursday) it will be slightly different. For any CMA Members wishing to sign up as conference delegates you will now need to use a Promo Code to get this discount.

Please go to www.cmashipping2019.com and apply the promo code FKT3549CMA and it will give you a \$300 discount.

Alternatively go directly to a pre-loaded url <https://goo.gl/k83iho> where the discount will automatically be 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 our Membership Administrator, Kim Edwards, per the information on the website.

For CMA Shipping 2019 I will continue to assist with the show transition, so feel free to reach out to me at any time with questions.

Thank you for your support.
Best regards, Lorraine Parsons, Event Director, CMA
www.cmaconnect.com, www.cmashipping2019.com

CMA SHIPPING 2019 – FOR IMMEDIATE RELEASE



**Mr. John C. Hadjipateras
Named Connecticut
Maritime Association
2019 Commodore**

**Award to be presented
April 4, 2019
at the conclusion of the
CMA's Shipping 2019
Annual Conference and
Exposition**

Wednesday, January 16, 2019 - Stamford, Connecticut – Mr. John C. Hadjipateras, Chairman, CEO & President of Dorian LPG Ltd. has been named as the Connecticut Maritime Association (CMA) Commodore for the year 2019.

Mr. Hadjipateras follows a long succession of influential maritime industry leaders as Commodore. The 2019 Commodore Award will be presented on April 4, 2019 at the Gala Dinner marking the conclusion of the annual Connecticut Maritime Association conference and trade exposition, at the Hilton Hotel in Stamford, Connecticut, USA.

The Award is given each year to a person in the international maritime industry who has contributed to the growth and development of the industry.

Joe Gross, President of the CMA, upon making the announcement, stated, “John’s lifelong passion for the industry, his deep and passionate engagement in every aspect that it takes to run a ship and shipping company safely and profitably are inspiring. So too have been the commercial insights that he and his team have demonstrated in finding the right commercial sectors for the time.

While John and his family’s commitment to our industry is inspiring, equally important to the CMA community is the fact that John and his company have participated in, contributed to, and just generally been terrific supporters of the association’s existence and its educational objectives.

In many respects he is the perfect Commodore - successful, supportive, passionate about the industry, and an acknowledged global leader - in our own backyard.”

John C. Hadjipateras serves as Chairman of the Board and as President and Chief Executive Officer of Dorian LPG Ltd. Mr. Hadjipateras has been actively involved in the management of shipping companies since 1972. From 1972 to 1992, Mr. Hadjipateras was the Managing Director of Peninsular Maritime Ltd., in London and subsequently served as President of Eagle Ocean. He has served as a member of the board of the Greek Shipping Cooperation Committee of the Council of Intertanko and has been a member of the Baltic Exchange since 1972 and of the American Bureau of Shipping since 2011. He also served on the Board of Advisors of the Faculty of Language and Linguistics of Georgetown University and is a trustee of Kidscape, a leading U.K. charity organization. He was a Director of SEACOR Holdings Inc., a global provider of marine transportation equipment and logistics services, from 2000 until 2013. He is a long-time member and supporter of the Connecticut Maritime Association (CMA).

Former CMA Commodores include: Ole Skaarup, Jacob Stolt-Nielsen, George Livanos, Phil Loree, Thomas Moran, Gregory Hadjieleftheriadis, Helmut Sohmen, Gerhard Kurz, William O’Neil, Richard du Moulin, Per Heidenreich, Marc Saverys, Frank Tsao, Stelios Haji-Ioannou, Peter Georgiopoulos, C. Sean Day, Torben Jensen, Morten Arntzen, John Fredriksen, Capt. Wei Jiafu, Philippe Louis-Dreyfus, Angeliki Frangou, Øivind Lorentzen, III, Peter Evensen, Robert Bugbee, Capt. Panagiotis Tsakos, Paddy Rodgers, Jack Noonan and in 2018 Sabrina Chao.

About Dorian LPG Ltd.

Dorian LPG is a liquefied petroleum gas shipping company and a leading owner and operator of modern very large gas carriers (“VLGCs”). Its founding executives have managed vessels in the LPG shipping market since 2002.

Dorian LPG currently owns and operate a fleet of 22 modern VLGCs, including 19 new fuel-efficient 84,000 cbm ECO-design VLGCs and three 82,000 cbm VLGCs. The twenty-two VLGCs in its fleet have an aggregate carrying capacity of approximately 1.8 million cbm and an average age of 4.0 years as of September 1, 2017.

Dorian LPG provides in-house commercial and technical management services for all of the vessels in its fleet, including vessels deployed in the Helios Pool. Their mission is to arrange safe, reliable and trouble free transportation, and are committed to the highest quality of customer service.

Dorian LPG has offices in Connecticut, USA, London, United Kingdom and Athens, Greece. Dorian LPG is incorporated in the Republic of The Marshall Islands and headquartered in the United States.

About the CMA

The Connecticut Maritime Association is a non-profit organization built by its members for its members. It is an Association made of individuals representing every aspect of shipping and international trade. The CMA Education Foundation is one of the largest providers of scholarships, academic prizes and internship supports in the US.

About CMA Shipping 2019

For the past 34 years the Connecticut Maritime Association has convened a trade show and conference in Stamford, Connecticut that has dealt with the commanding issues of the day, provided a dynamic commercial market place for products and services and brought together the international leaders of the shipping industry to seriously address opportunities and challenges from environmental regulations to major commercial developments. Proceeds from the Show support the CMA Education Foundation.

For Press Inquiries please contact:

Jim Lawrence: +1.203.550.2621

For more information on CMA Shipping 2019 please contact: Lorraine Parsons, Event Director, Connecticut Maritime Association Tel: +1.203.406.0109 Ext 3717 Email: conferences@cmaconnect.com Web: www.cmashipping2019.com

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CMA EDUCATION FOUNDATION

We have updated the eligibility and process for the Scholarship and Intern Programs for 2019. The updated information including the Scholarship Application and Intern Registration Form are now available on our website, www.cma-edu.org.

Please spread the word to your companies, students, and schools about these great opportunities.

If you would like to receive CMA EF program information directly via email, please contact Christeen at Christeen@cma-edu.org.

Will you be our Valentine? Shop at smile.amazon.com/ch/27-5437946 and AmazonSmile donates to CMA Education Foundation Inc.

The CMA Education Foundation's mission is **to promote and support maritime-related education through financial assistance, events, and activities.**

Scholarship Program Highlights:

- Students must complete an Application Form, write an essay and submit one reference letter from a faculty member at their school.
- Completed applications, essays and reference letters should be sent to Christeen Bernard Dür at Christeen@cma-edu.org anytime before May 1, 2019.
- Awards will be announced at the CMA Education Foundation lunch on June 13, 2019.

Intern Program Highlights:

Eligibility:

- The host company must be a domestic maritime company.
- The host company must have at least one full time employee that is a member of the CMA.
- The host company is eligible for up to four interns per year.
- One intern stipend per internship regardless of the length of the internship.
- A student can be eligible for one internship per year.

Process:

- The intern must have the CMA member and the Human Resources Director at the host company sign their completed Registration Form.
- Before the end of a student's internship with a maritime company or within 30 days of the end of the internship, the Intern sends the Registration Form and their essay to Christeen@cma-edu.org.
- Once the Registration Form and essay has been reviewed, Christeen will call the intern to receive their Social Security Number and then stipend will be forwarded directly to the Intern.
- The stipend is \$300 a week for up to 4 weeks.



Society of Maritime Arbitrators, Inc. (SMA)

...a professional, nonprofit organization whose mission is to educate the general public and members of the maritime industry about procedures for alternate dispute resolution ("ADR") in the maritime industry, to educate the general public and members of the maritime industry about substantive maritime law, and to encourage the use of ADR for the resolution of commercial disputes arising in the maritime industry.



The SMA is pleased to announce its two day seminar:

MARITIME ARBITRATION IN NEW YORK

Dates: February 28 and March 1, 2019

Location: Hampton Inn & Suites, 26 Mill River Street, Stamford, CT 06902

MARITIME ARBITRATION IN NEW YORK

The SMA will again offer its popular, comprehensive two-day seminar on "Maritime Arbitration in New York", for the 14th consecutive year, on February 28 and March 1, 2019. This year the seminar will be held in Stamford, Connecticut at the Hampton Inn & Suites.

This seminar is offered to help further and promote the fair, just, ethical and cost effective resolution of charter party and other maritime contract disputes by arbitration in New York. Jeffrey Weiss, Esq., Professor of Maritime Law at New York Maritime College, with over 30 years of college and graduate-level teaching experience, will again be the lead instructor.

The seminar topics will include: Arbitration Overview, Commencing the Arbitration, the Federal Arbitration Act (FAA) and SMA Rules, the Arbitration Award, Interim Awards, Final Awards, Majority Decisions, Dissenting Opinions, Confirmation, Vacatur and Enforcement of Awards, Panel Member and Ethical Considerations, Discovery in Aid of Arbitration, Hearing Procedures, Security in Aid of an Award, Evidentiary Considerations in Arbitration, the Federal Rules of Evidence, Laches, Time Bar, Defaults, Mediation and Consolidation of Arbitrations.

CONTINUING LEGAL EDUCATION CREDITS

The Maritime Law Association of the United States ("MLAUS"), is an accredited New York State provider of Continuing Legal Education ("CLE") and is a co-sponsor of the 2019 SMA Arbitration Seminar for purposes of CLE credits.

The Program will be appropriate for both newly-admitted attorneys (transitional) and experienced attorneys (non-transitional) and the complete Program will qualify for 12 New York CLE credits in "Areas of Professional Practice".

Attorneys licensed in states other than New York should consult with their appropriate state authority to determine their entitlement to CLE credits based upon MLAUS CLE certification as an approved provider of New York CLE credit.

CLE financial assistance is available for MLAUS members and New York attorneys whose annual income falls within the current guidelines. Financial aid is applicable to registration fees; however, it does not apply to expenses for transportation, meals, or accommodations.

SEA STATES

A new documentary film on the importance of the shipping industry is currently under production by Third Wave Films. Endorsed by the Connecticut Maritime Association, and the Marine Industry Foundation, the film is being funded by key stakeholders in the maritime community.

Sea States will show how shipping is the life blood of our global economy. Despite the fact 90% of all consumables arrive by ship, the public remains unaware of the value of this hidden, yet massive industry. Sea States will outline shipping's rich heritage, its commitment to a clean environment, and its adaptation of new technologies for the future.

For the film's producer, Tom Garber, this is his 13th maritime documentary. His previous award-winning films have been about commercial fishing, tugboats, boatbuilders, and the Coast Guard. Story consultants for Sea States include Jim Lawrence of Marine Money, Joseph Gross from d'Amico Shipping, and Chris Aversano of Regulus Ocean Consultants.



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Mr. Garber and his crew are currently shooting in Asia, Europe, and North America for Sea States. The finished film will be an hour long and is expected to be released in Spring 2019. For additional information please contact info@thirdwavefilms.com or visit

www.thirdwavefilms.com/seastates.html .

Statement from Producer, Tom Garber

"Through research for my other maritime films, I've cultivated a great respect for the under-appreciated shipping industry. About a year ago I became aware of a French film that sensationalized misrepresentations of the shipping industry. It seemed to me a cheap shot. After some research I found it was the only film available on the shipping industry. With the idea of creating a more balanced film, I reached out to the Connecticut Maritime Association, whom I worked with on my, Tugging Through Time: The History of New York Tugboats, film. They agreed a documentary was needed that represented the industry in a positive light. Over the course of several months we developed a script that shows how vital shipping is to the global economy, its rich history, ecological initiatives, and plans for future technologies."

"We have reached out to a coalition of stakeholders in the industry for funding. The initial response has been very positive, though we are still securing a few key sponsorship positions. The shipping industry is a close-knit group of international contacts who care deeply about their industry. It is my job to see that their story gets told."

MORE IN MOVING CONTAINERS ON BARGES

IN LONG ISLAND SOUND

By Donald B. Frost

September's issue presented a long list of "impediments" to creating a feeder service to move containers between the Port of New York – New Jersey and Connecticut, using tugs and barges. This month I ran across another interesting theory for why this service, discussed for decades, has not become reality.

The approach to pricing (setting rates) in container (liner) shipping is different from tramp shipping (bulk and even break bulk). Buyers of consumer goods tend to respond first to delivery time, then quality of the product, how it will be

seen by others, and price. Buyers of raw materials, commodities and break bulk or neo-bulk materials tend to look at price first, then the quality of the product, delivery time and reliability of the seller. Actually, this point was introduced at CMA's Shipping 1990 (our first in the HILTON).

The session was titled "The Partnership Between Shipper and Shipowner". The moderator was the Executive Director of Shippers for Competitive Ocean Transport. Panelists included the VP Foreign Traffic & Distribution, of May Department Stores (now Macy's); Manager Sales & Service Traffic Systems of Champion International Corp.; Manager of International Transportation and Distribution Planning for Olin International; and the Managing Director of the Transpacific Westbound Rate Agreement.

Their conclusions were surprising to many of us who fight for every nickel of freight. The "retail" transportation buyer did not need the absolutely lowest freight, although rates had to be competitive with rates quoted to their peers. They can adjust their selling prices at point of sale to remain competitive there. They valued services from the carrier such as tracking shipments, timeliness of deliveries and good communication between carrier and shipper more than the last penny in freight.

Retailing aims to sell to the end user while wholesaling focuses on economies of scale of the sale. Each balances pricing against the customer's package of needs and preferences. Retailers and their customers value things such as immediacy of delivery, fashion, convenience, and ease of completing the sale transaction. Wholesale customers seek to resell the commodity, product or service to a large number of, often disparate, customers many of whom they do not deal with directly. Without any, or very few ways to differentiate what they are selling from the offerings of competitors, they are exceedingly price sensitive.

Of the many studies that have been done on Americas' Marine Highways the one funded by the I-95 Coalition stands out as exceptionally thorough. However, as I recall, the members and funders of the study (the list of coalition members is not on the Coalition's website) are mostly large-scale resellers who are dependent on low priced transportation for the products they sell.

The figures quoted in September for the contents of the sea containers transiting I-95 estimated that 40% were articles or sub-assemblies meant for a manufacturing process or final manufacture at their destinations. The balance (60%) is

likely to be consumer goods destined for direct sale to consumers by retail outlets.

If more than half the potential cargo is controlled by those who sell retail and are less sensitive to freight and more concerned about their cargoes traveling time from an ocean vessel, onto a slow moving barge that will stop at two or three or more ocean terminals in the Port of NY-NJ on its way to Connecticut, be discharged by shore cranes, stacked until picked up by trucks after which they will travel by highway to consumers, why are we surprised that such shippers are reluctant to sign contracts to move their cargo via LI Sound? If things go wrong and the cargo's sell-by date passes and becomes unsaleable or only at deep discounts, why should we question the status of the Marine Highway in Long Island Sound?

Locally, in 2002 Connecticut's Transportation Strategy Board called for updates to the State's 20-year strategic plan for transportation in south western Connecticut by 2006. That plan included five broad strategies and five "projects". It appears none of the strategies have been acted upon. Of the five "projects" only the purchase of more commuter rail cars (a top priority) has been done. A second "project" included "create a container barge feeder service from Port Elizabeth to a Connecticut port or ports." Their study favored discharge in Bridgeport while separately the Port Authority of NY-NJ concluded New Haven's easy access to I-91 and population into central Massachusetts, would increase the feeder traffic range and volume.

Nothing came from any of the studies. Could it be that their goal of reducing highway traffic ran counter to the goals of both classes of shippers?

Should we add "Retail or Wholesale" to my September's list of challenges?

PS-

Professor Ira Breskin's book "The Business of Shipping" (Cornell Maritime Press 2018) discusses the larger issue as follows. "The concept (America's Marine Highway) has not taken hold for several reasons: required employment of high-cost Jones Act ships for the service, which eliminates any price advantage compared to competing overland road transit; in most case, the need to ultimately load and discharge cargo from truck to complete the delivery and the paucity of waterside infrastructure to accommodate vessel berthing."

CMA SOFTBALL

We are Back! Save the Date—Softball Recruitment Happy Hour April 18th after work at the Sign of the Whale in Stamford. Anyone and everyone that is interested in playing this season, regardless of whether you work at a large or small company, or do not have a full team, you should attend.

If you would like to sponsor this event, food after games, or giveaways please contact me as soon as possible.

Mike McCormick, Social Chair
Email: mrm@odingroup.com, Tel: 203-273-7617

EIGHT BELLS

By Don Frost

It saddens us when we have a member of our shipping community pass away, it is perhaps sadder when he or she were long time participants. Last month we lost two such people.

Charles Louis Measter died unexpectedly after a prolonged illness January 9, 2019 Charleston, South Carolina. Charlie, as we all knew him, was 76. He was spent his entire career in shipping, mainly with his own firm Measter & Partners (at one time it was named MOP Inc.) well known cargo and ship charter brokers. He lived in Connecticut for many years before retiring to Seabrook Island, SC. Charlie was an active international maritime arbitrator being a member of both the Society of Maritime Arbitrators in New York and the London Maritime Arbitrators Association. Private services were held for his family in South Carolina. As a longtime friend, business associate and, briefly, a former employer he will be missed.

Vince Tricoli succumbed to a long fight with lung cancer January 14, 2019. Most of us will recall him at TradeWinds and most recently Accuritas. Services were held in Yonkers, NY with entombment in Hartsdale, NY. As a regular at CMA events he will be missed.

We have long characterized shipping as a tribal business. Anyone who has spent time in our business is our friend and we will miss them.

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 8: Technical Manager

An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.

Over 30 years' experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John's Act) and foreign flag.

OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:

- Strategic and Operation Analysis.
- Emergency and Crisis Management / Emergency Response Systems.
- Ship Construction
- Risk Analysis - Ship's Structural Integrity.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management (over 30 dry dockings domestic and foreign ship-yards)
- Technical Management of ships & Technical Performance Analysis.
- Third party ship managers interaction as Owners representative

Full resume and references available upon request.

Telephone:

Cell: +1 (203) 434 4571

E-Mail: andrezb@hotmail.com (S17-12)

Candidate 10: Seeking new challenges within the shipping market

After nearly 30 years in Dry Cargo shipping field I am seeking a medium to large broker firm and/or new adventure within the maritime industry.

Experience includes :

10 years with international trading house

10 years as in-house owners broker

10 years as competitive broker

Currently located in Greenwich ,Ct.

Holding dual Citizenship (Canada/Norway) and Green Card for the USA.

Contact: David C. Wold

Cell: +1 203-274 1433

E-Mail: dcwold@gmail.com (S17-04)

Candidate 11: Experienced Operations Manager looking for new position in Tanker Operations

Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years' experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John's Act)

As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertise:

- Commercial tanker operations.
- Emergency and Crisis Management / Emergency Response Systems.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:

- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.

Cell: (713) 249 2304

E-Mail: fedorov0413@comcast.net

Notes: Full resume available upon request. (S18-01)

Candidate 12:**Objective**

Recent graduate looking for a mechanical engineering position that offers hands-on engineering opportunities. Additionally I am seeking opportunities in conceptual and prototype testing as well as implementation and operation of legacy and emerging systems.

Education

The United States Merchant Marine Academy

June 2011- June 2013

Kings Point, New York

Major: Marine Systems Engineering

Texas A&M University Galveston

September 2014 - December 2017

Galveston, TX

Major: Marine Engineering Technology

Marine Engineering Technology is an interdisciplinary education in applied Mechanical Engineering programs and is accredited by the Engineering Technology Accreditation Commission of ABET. The curriculum is a blend of Mechanical Engineering programs as applied to shipboard propulsion (steam, gas turbines and diesel), electrical power generation (steam, gas turbines and diesel electric power generation operations), electronics, and shipboard-related engineering.

Experience**Liberty Maritime Corporation**

November 2012 - February 2013

- Junior Engineer aboard the M/V Prestige, New York. 120-days at sea. Global Circumnavigation.
- Supervisor: Chief Engineer Josh Reed
- Responsibilities: Engine room maintenance and operations for Large Slow Speed Diesel propulsion plant; Electrical generation and load balancing; hotel services (HVAC), water distillation. Duties also included making rounds and comparing mechanical gauges to the automation system and adjusting/calibrating discrepancies within the automation. In-port maintenance included disassembly, maintenance and repair of pistons, piston rings, cylinders, fuel injectors, turbochargers, and alpha lubricators for a MAN B&W 7-cylinder, large, slow speed Diesel. In-port duties included maintenance and repair of 3, medium speed, 10-cylinder, Hyundai Diesel Generators, and associated fuel filters, fuel and lube oil purifiers, jacket water temperature management systems, as well as management, and maintenance of an Aalborg, rotary cup, smoke in tube, auxiliary boiler for engine room service and hotel steam.

McAllister Towing and Transportation, Providence, RI

August 2013 - September 2014

- Port Engineering Intern and Operating Engineer aboard M/V Rainbow, M/V Reliance and M/V Puma
- Supervisor: Port Engineer Ethan Gifford
- Responsibilities: Operator of tugboat twin diesel propulsion plant and electrical plant generation for M/V Rainbow, M/V Reliance and M/V Puma for at sea harbor tug and escort operations. In-port maintenance included oil changes, injector testing, jacket water chemistry, and overhaul of 4-cylinder Detroit diesel generator. Other maintenance included bow mat restoration welding, ballast management, installation of radar upgrade package, and installation of wheelhouse remote engine and rudder controls.

Lakewood Yacht Club, Seabrook, TX

September 2014 - June 2017

(Summertime and weekend employment while enrolled at Texas A&M)

- Green Fleet Optimist Dinghy Sailing Coach
- Program Director: Marek Valasek, Lindsay Valasek
- Responsibilities included taking care of, and teaching 6-12 year-old children how to sail and be successful at sailboat racing.
- This job requires patience, and the ability to communicate with children. Additionally, it helped developed my ability to organize groups of people towards common goals. Goals for children include: learning to rig a boat properly; sailing up wind; navigating a racecourse; and encouraging teammates to rise to their potential regardless of their current skill set.
- US Sailing Level 1 Certified Instructor

E-Mail: napingalls@gmail.com

(S18-03)

Candidate 13: Looking for entry level work in transportation loss prevention, vessel/port planning and operations, marketing/business development, and personal assistant positions at a maritime-related company, government agency, nonprofit, investment bank or public/private partnership in the NYC region. Available to work October 2nd, 2017.

Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017. Worked as a Loss Prevention Summer Intern for the American P&I Club in New York City until October 2017. Co-authored a member alert on collision avoidance in anchorages off of Chittagong, Bangladesh and a club guidance on seafarer's mental health, in addition to organizing survey compliance data on member vessels.

Former tugboat dispatch intern with McAllister Towing and a former intern/admin assistant for Ted Panourgias at All Marine Spares International in Stamford, CT. Former CMA intern at Holland and Knight LLP, in New York, NY 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". Published in October 2012. CV and recommendations available upon request. Willing to commute within the NYC metropolitan region.

Email: Rnigel.pritchard@gmail.com, Cellphone: 646-378-8446 (S17-10)

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

Experienced NYC metro area shipping industry executive is seeking a new management role directing transformation, innovation, automation, etc. in the maritime industry. Let me help your company become more competitive, develop strategy, save money and be better prepared for the massive changes coming to shipping in the near future. Are you ready to start discussing and executing plans for automation, blockchain, analytics, IoT, cybersecurity, artificial intelligence, machine learning and discovering new ways to model your business and connect with the rest of your supply chain? Let's discuss your future plans today and see how I can help get you on the road to the future.

E-Mail: transformation@dx9.io

(S18-04)

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$300 - and it has proven to be THE place to be seen and answered.

Position A: Vessel Operator - Dry Cargo Division

M.T.Maritime Management (www.mtmaritime.com), the commercial and operational managers for a fleet of modern Chemical Tankers, Product Tankers and Bulk Carriers, continues to expand and is looking for an experienced Vessel Operator to join the Dry Cargo Division in Southport, Connecticut.

Position Summary/Qualifications:

The right candidate will have minimum 5 years experience and be able to perform all duties associated with operating Bulk Carriers, including but not limited to:

- Voyage Planning
- Sailing Instructions to Master
- Agency Appointments/Instructions.
- Review of Stow Plans
- Review of Loading/Discharging Documents
- Review of Bills of Lading
- Bunker Purchase and Supply Coordination
- Review of Port Disbursements
- Laytime Calculation
- Initial Claim Handling with P&I Clubs
- Rapport with Technical Managers

In addition, the right Candidate will be an energetic team player with excellent verbal and written skills. Bachelor's degree required, Maritime degree a plus.

Candidate must be eligible to work in the USA.

The company offers competitive salary and benefits.

Company: M.T.Maritime Management

Address: Southport, Connecticut.

E-Mail: hr@mtmaritime.com

Website: www.mtmaritime.com

Notes: If you qualify and are interested to join our enthusiastic team, please send your CV with cover letter. Company Offers Equal Employment Opportunity (HW01-19)

Position B: Senior Executive, Operations

PCL Shipping is a multinational ship owning company that operates a fleet of carriers internationally. We currently have an exciting position for a Senior Executive, Operations to join us to support our USA office.

Location: Midtown New York

Role overview

You will be part of a team that directly supports trading activities involving physical movements of dry bulk. This role is fast-paced, dynamic, and challenging. In order to be successful in this role, an individual must be able to adjust priorities quickly in response to frequently changing circumstances, must be accurate and timely in their communication, and must be comfortable in a culture that expects challenge and debate. This role involves support of world-wide operations that operate continuously and in multiple time zones. Work outside of normal business hours will be required on occasion.

Responsibilities

The primary responsibility of the Operations Manager is to ensure incident free execution of world-wide ship voyage charters, and optimize chartered vessel performance. As an operations executive, you will work directly with

internal cargo schedulers, traders, chartering personnel and others that will rely on you to provide detailed operations expertise in areas such as:

- Assessing vessel capability
- Interacting with in-transit vessels as necessary to help achieve a desired voyage outcome.
- Cost control – identify opportunities for cost savings on port calls, material, time and methods

Required Experience

- Experienced in marine/shipping related business activities
- Proficient use of Microsoft Office products
- Bachelor's degree or equivalent work experience work experience scheduling/ coordinating marine vessel movements or operations

Preferred Experience

- A Chief Mates License or a minimum of four years' employment sailing as a deck officer
- 5 or more years' experience as a dry bulk operations executive

Key Attributes Desired

- Strong verbal and written communication skills

Company: PCL Shipping

E-Mail: Admin@pclshippingusa.com

(HW01-19)

Position C: CHARTERING BROKER – CANADA

Our client a leading Dry Bulk Owner/Operator are seeking a Chartering Broker to join their team in Canada. The company have a first rate reputation and a modern sizeable fleet comprising of Panamax, Supramax, Handysize, Ultramax and Lakers.

Responsibilities/Experience

- Develop customer relationships, book cargoes and coordinate nominations
- Rate business and negotiate fixtures using available tools and in coordination with other trade route teams and the time-charter group
- Monitor forward fleet scheduling
- Ensure accuracy of production of estimates & fixture notes
- Ensure proper briefing of Operations staff and smooth execution of voyage, monitor voyage progress, foresee problems & react accordingly.
- Peruse daily messages, develop/maintain relationships with brokers and customers and identify workable cargoes/ships
- Estimate the voyage returns, negotiate, fix and conclude the charter-party terms
- Review voyage results and provide feedback on voyage performance

The ideal candidate has:

- Minimum 5 years' experience as a chartering broker and/or vessel operator in the dry-cargo industry.
- University degree in a relevant field
- Fixing ships and post voyage analysis knowledge
- Must have detailed knowledge of dry-cargo market
- Ability to develop new business opportunities and superior negotiation skills
- Excellent in relationship-building and communication skills
- Ambitious, self-starter, confident in his/her abilities, outgoing in nature
- The ability to work outside of regular business working hours

Our client offers excellent benefits and career progression for the right candidate.

Contact: Caroline Horsley

E-Mail: caroline@greenwaverecruitment.com

Notes: To be considered please email your interest to Caroline Horsley (HW01-19)
