

UP COMING EVENTS

SAVE THE DATES

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

Thursday, April 30, 2020

CMA Annual General Meeting Luncheon

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Free to CMA Members in good standing

RSVP's are required

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717,

or email LParsons@marinemoney.com

PRESIDENT'S NOTES

We are one month in to the IMO 2020 Sulphur Cap Regulation! I think it is fair to say that six months ago we were all so focused on cleaning tanks and installing scrubbers, that the other side of January 1st seemed far, far off, yet here we are. With the transition now behind us, our attention has now turned fully to the other challenges of Sulphur emission reduction, which is primarily the low Sulphur fuel itself.

We knew that there would be issues with compatibility and stability, and so none of this should be a real surprise to anyone. With testing labs working hard to turn around samples as quickly as possible, we all wait as patiently as we can for sulphur and sediment test results, among oth-

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www.cmaconnect.com**

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ers. New to the scene in recent weeks are a number of articles regarding black carbon emissions. It seems that according to a report recently submitted to the IMO, aromatics found in blended VLSFO cause an increase in the emission of black carbon, which although short lived in the atmosphere, is thought to contribute significantly to global warming. We are at the very early stages of this discussion, but apparently it is on the agenda of the next MEPC meeting coming up in March. However, with all of this said, I am confident that we will overcome all of these issues related to consuming VLSFO.

We were so pleased to have had Cynthia Hudson make a presentation to our membership at the January CMA luncheon. Cynthia gave a fascinating presentation regarding cyber security in our industry. It was a real eye opener, without a doubt! Considering that the US Coast Guard require that any incidents of a cyber breach on a vessel in US water report the incident to the National Response Center, it is a clear indication that they consider a breach to be as significant an issue as an oil or chemical spill, and fair enough! This may be an area where it will take some time for the industry culture to catch up with the reality of the threat of cyber breaches, but we will get there, rest assured.

The CMA Conference is just around the corner – it begins next month! We are very busy finalizing the agenda and speakers, and it's going to be great! There will be sessions on IMO 2020, the challenges we are facing on the Mississippi River, sanctions, automation, the Jones Act, blockchain, and vessel optimization. For the first time, we have put out a call for papers, and so we will have selected authors presenting their work at the Conference. I will start to remind all of you now, that you also should not miss the Commodore Debate on Thursday afternoon. It is such a great opportunity to hear what some of our esteemed Commodores think about the market and the industry. How often do any of us have a chance like this? We are also delighted that on Thursday evening, we will be presenting Lois Zabrocky, President and CEO of International Seaways, with our Commodore Award! If you didn't hear about it yet, International Seaways is the first company in the United States to arrange financing in line with the Poseidon Principles – a clear indication that both Lois, and Jeff Pribor, the CFO, have fully "bought in" to today's environmental reality in the shipping industry. There is indeed business and financial opportunity to be found in the IMO's decarbonization goals, and International Seaways seem to be embracing this idea.

Finally, please be sure to take a moment to read the remembrance of Antonio Litman, written by Lorraine Parsons, in this month's newsletter. Antonio worked at International Registries, and founded Virginia's House of Hope, which has done so much to help underprivileged children over the years. Although I didn't know Antonio too well, every time I met him he seemed to have a smile on his face, and enthusiasm about what he was doing, and that's a real gift to share. He will be missed by many.

FROM THE EDITOR

Recently I came across a quotation by George Bernard Shaw which I would like to share with you.

Shaw said "The reasonable man adapts himself to the world; the unreasonable man persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man." Taking that thought a step further, is it unreasonable to expect CO2/Green House Gases (GHG) moves by IMO will be implemented over the next 10 years? (1)

Today's magic word describing the path to the future is innovation implying that technology (chip-based devices or data driven systems) are the only paths forward. Reasonable or unreasonable?

The fact that shipping, marine transportation and logistics (related but different businesses) are "mature" (old) however, if we want progress we must, in this sense, be unreasonable. If time (transit or delivery) is the critical variable in tomorrow's transportation decisions, could an alternate path be rethinking how to integrate transport modes as well as simplify inventory controls to avoid delays.

In a recent e-mail exchange with an academic at one of America's maritime schools, I suggested that rather than adapting ourselves to the conditions which prevail – rather than accepting the status quo --- we should be persistent in our efforts to change our businesses to better reflect the future NOT THE PAST.

A few additional quotes than seem to be apt these days:

"There is nothing more frightening than ignorance in action
"--- Johan Wolfgang von Goethe 1789

"A little bit of knowledge is a dangerous thing" --- Alexander Pope 1709

"The assumption of knowledge is most dangerous among politicians and policy makers" ---Anonymous 2020

"Our lives begin to end the day we become silent on things that matter" --- Dr Martin Luther King 1965

"Shipbuilding has to evolve into manufacturing" ---Chris Bollinger, Bollinger Shipyards, Louisiana 2019

(1) If you want another point of view on the impact of CO2 click on the website www.allaboutenergy.net. The editor of the website, a civil engineer, nuclear power designer and advocate as well as a high school classmate of mine, sees CO2 in a different light. Another unreasonable man?

I must note the untimely passing of a great friend of CMA under extraordinary circumstances. L. Antonio Litman. He will be greatly missed by more than those who value generosity.

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Mr. Thomas Basil Goutzos, Student, SUNY Maritime, Bronx, New York

Mr. Michael P. McNally, Global Commercial Director, GTMaritime, Houston, Texas

Ms. Emily Newes, Resource & Sustainability Group Manager, National Renewable Energy Laboratory, Golden, Colorado

Mr. Harry Alexander Reardon Smith, Commercial Manager, MarDocs, London, United Kingdom

Captain James Harold Wait, Member, US Maritime Safety Services, Portland, Texas

Hope to see you at Shipping 2020.

Greg Kurantowicz, Chairman, Membership Committee

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L. ANTONIO LITMAN
MAY 13, 1964 - JANUARY 20, 2020

EIGHT BELLS – L. ANTONIO LITMAN

L. Antonio Litman, 55, of Brooklyn, passed away on January 20, 2020. He was born on May 13, 1964 and raised on a farm in Berkeley County, SC by his grandparents. After graduating Baptist College in Charleston, SC, he moved to New York in 1984. He started his long and outstanding shipping career of almost 28 years at International Registries, Inc. in 1993. After starting in the mail room, he worked his way up to Office Manager and Assistant to Clay Maitland, one of the Managing Partners. His generosity, warmth and vivacious spirit contributed to the growth and success of the company, advancing the maritime programs of the Liberian and Marshall Islands Ship and Corporate Registries. When Clay's mother, Mrs. Virginia Maitland Sachs, passed away in 2004, Antonio felt inspired by her giving spirit and founded Virginia's House of Hope (VHOH) in her honor. VHOH distributes school supplies, toys, food and clothing to families in the New York area. It also provides scholarships to young people from underprivileged backgrounds who wish to pursue a career

in the maritime industry. He is survived by family, friends and associates, who will miss him greatly but will carry on his work for our group of companies and for Virginia's House of Hope. Antonio maintained a network of friendships all over the world; he touched a great many lives and made the world a better place for so many. In lieu of flowers, contributions may be made to Virginia's House of Hope, www.vhoh.org

Celebrating Antonio Litman *thoughts from Lorraine Parsons*

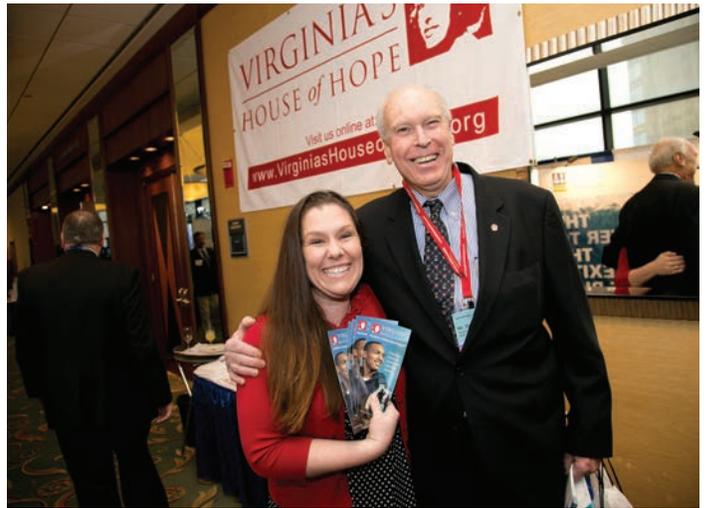
I was in London when I heard the news – woke up to numerous emails from colleagues and friends, all bearing the same unimaginable and sad news, Antonio was no longer with us. Lost to a heinous crime in his Brooklyn neighborhood. To me, and to so many others this was beyond comprehension. Sweet, kind, gregarious Antonio, with a heart of gold and the most joyous and booming laugh of anyone I knew. Beyond generous with his time and

his efforts with the not-for-profit he founded, Virginia's House of Hope, which helped so many less fortunate families in the NY area with donations of food and toys and scholarships in the maritime field. For so many years we had made room for VHOH at the annual CMA Shipping show, anything Antonio needed to progress the cause, lounge space by the reception that he made his own with a slide show and beverages and all the wonderful giveaways he would bring to promote the VHOH good works – space upstairs to have a small display and base and time on the agenda as needed to celebrate the Tug Boat program scholarships he awarded. His presence and force of nature personality were all that we wanted in return – we all loved

him. A life so well-lived and taken far too soon from us. This is a tough one to bear, but his legacy lives on, as was witnessed by the incredible turnout at the Memorial Lunch held at The Harvard Club on January 30th, where his life was celebrated with tears yes, but also with an immense amount of love and devotion that filled the room. Beautiful memories were imparted by eleven speakers, family, neighbors, colleagues, friends, business associates and finally by Clay Maitland who summed up this incredible man with his own exquisite and powerful thoughts. Rest in peace my dear friend Antonio – there is no doubt you are going to heaven.

CELEBRATING ANTONIO LITMAN – SCENES FROM CMA SHIPPING OVER THE YEARS





L. ANTONIO LITMAN
MAY 13, 1964 - JANUARY 20, 2020

THE LARGEST INTERNATIONAL SHIPPING EVENT IN NORTH AMERICA

Where the global leaders of shipping get business done.

WHAT TO EXPECT AT OUR 35TH EDITION

- **2,500+ attendees**
- **60+ expert speakers**
- **Free-to-attend expo**
- **3-day conference**
- **Commodore gala dinner**
- **3 networking receptions**

NEW FOR 2020!

Additional tracks focusing on brand new topics including:

- Drivers for change: New Infrastructure Projects
- Insurance
- Brown Water: Challenges on the Mississippi River
- Shipping Finance

**EARLY BIRD
RATES CLOSE
FEB 21, 2020**

Ms. Lois Zabrocky Named Connecticut Maritime Association 2020 Commodore

Award to be presented April 2, 2020 at the conclusion of the CMA's Shipping 2020 Annual Conference and Exposition



Monday, January 13, 2020 - Stamford, Connecticut – Ms. Lois Zabrocky, Chief Executive Officer at International Seaways, Inc., has been named as the Connecticut Maritime Association (CMA) Commodore for the year 2020.

Ms. Zabrocky follows a long succession of influential maritime industry leaders as Commodore. The 2020 Commodore Award will be presented on April 2, 2020 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.

Ms. Zabrocky has been President and Chief Executive Officer of International Seaways, one of the largest tanker companies worldwide since 2016. Before assuming leadership for International Seaways, Lois served as Senior Vice President for the predecessor company's International Flag strategic business unit with P&L responsibility for commercial management and oversight of fleet operations. Previously, she was Chief Commercial Officer, with responsibility for international flag crude, products and gas businesses. Zabrocky currently serves on the Board of ITOPF Limited, a leading industry based, not-for-profit ship pollution response adviser.

Joe Gross, President of the CMA, upon making the announcement, stated, "The CMA is honored to present Ms. Lois Zabrocky with the 2020 Commodore Award. Lois' extensive knowledge of the industry and ability to build and lead a first-class team are well known throughout the shipping community. She has steered International Seaways with a steady hand since its inception in 2016, operating a fleet of 42 tankers from 50,000 dwt product tankers up to 441,000 dwt FSO's.

"Under Lois' leadership, International Seaways has embraced the IMO's initiatives towards decarbonization, launching their "Get to Green" program to reduce the fleets

carbon footprint, reducing consumption in their fleet by some 500mt per ship during the first year of the program.

"Lois has always been a strong supporter of the CMA throughout her career, which our community has deeply appreciated, and we consider her to be an excellent role model for young women and men entering our industry. She is indeed representative of the positive direction that shipping has been, and continues to be, moving in," Gross added.

Ms. Zabrocky said, "In the tanker business we are closely linked to the evolving world economy, competing internationally in a cyclical business. We build relationships with an incredibly smart array of professionals hailing from every corner of the globe. Our seafarers, colleagues, customers, finance partners, ship builders, and competitors all over the world combine to make the tanker business dynamic and rewarding.

"I am honored to be chosen as this year's Commodore for the Connecticut Maritime Association (CMA). I have been a member of CMA for two decades and I have always been impressed by the global reach of the organization. CMA brings together an impressive group of geographically diverse maritime people with differing skills and talents, all of which are critically important to moving our industry forward," she added.

"For myself, and Seaways, to be honored by this esteemed organization, is a big milestone in my life and my career. When I think of the Commodores who have come before me, it seems that my idols have become my peers."

Former CMA Commodores include: Ole Skaarup, Jacob Stolt-Nielsen, George Livanos, Phil Loree, Thomas Moran, Gregory Hadjieleftheriadis, Dr. 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, Sabrina Chao, and in 2019 John C. Hadjipateras.

About International Seaways, Inc.

International Seaways commenced operations through its predecessor company in 2016 and currently owns and operates a fleet of 42 vessels including 40 conventional tankers. Through joint venture partnerships, they have ownership interests in two floating storage vessels. International Seaways has an experienced team committed to the very best operating practices and the highest levels of customer service and operational efficiency. The Company stands on a solid financial foundation ready to support the business and provide for agile opportunity seeking and well-timed growth.

International Seaways provides shipping services to customers through voyage charters, commercial pools and time charters. It works closely with all stakeholders to understand their needs and strives to exceed their expectations. The Company enjoys close long-term working relationships with its key commercial and technical management partners and views the continued development of these relationships as crucial to its continued success.

International Seaways believes that its seafarers are as crucial to its success as the team ashore that supports them. Through its technical and commercial management partners and its own in-house expertise, International Seaways has the global network in place to support its seafarers and deliver shipping services safely and effectively to its customers.

About the CMA

The Connecticut Maritime Association is a non-profit organization built by its members for its members. The 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 support in the USA.

About CMA Shipping 2020

For the past 35 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 more information on CMA Shipping 2020 please contact:
Chris Clarke, Head of Production, CMA Shipping
Email: Chris.Clarke@informa.com
Tel: +44 (0)20 3377 3710



BE PART OF
HISTORY



35
YEARS

A CELEBRATION OF NORTH AMERICA'S LARGEST SHIPPING EVENT

The Connecticut Maritime Association has been built by its members for its members, and we're asking you to share your stories and experiences at CMA Shipping

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

All attendees who have purchased a full pass to the conference will receive a free copy at the registration desk.

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

With the above in mind, we're reaching out to you for your input and experiences. You don't have to write something long, feel free to send a few sentences sharing your perspective.

Deadline for submissions is February 21, 2020.

Want to share pictures?

Feel free - if you can provide details: who, where, & when. That would be great!

SHARE YOUR STORY

SOME INSPIRATION:

Have you ever had an "Ah Ha" moment at CMA? What was it?

Have you ever developed a good friendship or work relationship from a CMA event?

Had a conversation from a CMA Shipping event which gave you insight or inspiration?

Is there anything you specifically like about the CMA event?

Do you have thanks or gratitude you wish to convey?

SOME GUIDELINES. IT'S YOUR STORY BUT IF YOU CAN, INCLUDE SPECIFICS:

Please can we have your full name, company etc
(just so we have this on hand, and we can reference the information correctly)

Do you remember the year?

Do you remember who you were with?

Who were you talking to?

Was there a positive business outcome?

SHARE YOUR STORY

WE LOOK FORWARD TO HEARING FROM YOU

The CMA Shipping Team

E: Imea.Registrations@KNect365.com

T: +1 941 554 3500

[Visit the website](#)





CMA EDUCATION FOUNDATION

Time Well Served/Board Updates:

Many thanks to Ron DeSoiza of PKF O'Conner Davies for 5 great years on the Board. Ron was instrumental in founding the CMA Education Foundation as a tax-exempt 501 (c)3 nonprofit organization together with past CMA & CMAEF President Peter Drakos.

The CMAEF welcomes new directors Lorraine Parsons of IMS & Cameron Amigo of SPI Marine to the Board!

Giving Day: February 27, Video Contest by February 18: The CMAEF will be participating in Fairfield County's Community Foundation's Giving Day, February 27- a 24-hour online giving marathon designed to amplify our CMAEF mission together with a community wide outreach with other nonprofit organizations in Fairfield County, CT.

Before the actual Giving Day, there is a video contest- the video with the most likes on Facebook by February 18 wins \$2,500 for their charity!

Have you given to the CMAEF before? If YOU, as a current Engineer, Captain, Commodore or Admiral Donor want to help us win \$2,500- create a video of yourself explaining in 60 seconds why you give to the CMA Education Foundation- your video makes us eligible to win a \$2,500 grant! What is your personal connection to the CMAEF? Were you supported as a scholar or as an intern early in your career? What do you wish others knew about CMAEF? Why is it important to support maritime scholars and interns?

Create video, post it to Facebook and tag it:

#WhyIGive20, @FCCFoundation @connecticutmaritimeassociation

Share it with your friends and the CMA Group on Facebook- the video with the most likes wins the grant!

Confused? Watch this video <https://fccfoundation.org/Give20/>

Donors: You can give to the CMA Education Foundation at any time on our website, cma-edu.org but we encourage you to give to us during this event so we become eligible to win additional grants before and during the Giving Day on Thursday, February 27 from Fairfield County's Community Foundation. FCgives.org





CMA EDUCATION FOUNDATION

Scholarship Program Call for Nominations: The CMAEF intends to honor a maritime industry leader at our Scholarship Awards luncheon on June 25. We are seeking nominations for maritime leaders who have had a great impact in our industry through their educational efforts, maritime related volunteer service, and/or philanthropy. Please send any nominations with a brief summary of why this person deserves to be honored to Christeen@cma-edu.org by Monday, April 13, 2020.

Scholarship Program Applications: The Scholarship Program provides financial support to students who are excelling in maritime studies in college or graduate school and to high school seniors who are interested in pursuing such studies. The Program allows CMA members to connect with those embarking on maritime studies and careers. Applications must include: the application form and website/press release form, a short essay, 1 reference letter from a faculty member, copy of transcript and picture of the applicant sent to Christeen@cma-edu.org.

Information and Application Forms Available on cma-edu.org

Application Deadline: Monday, April 13, 2020

Awards Luncheon: Thursday, June 25, 2020

New Donors Needed: Financial support is appreciated all year round.

To donate directly: cma-edu.org/donate/

For additional information, please contact: Christeen Bernard Dür, Christeen@cma-edu.org

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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 Informa Connect, 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

CMA ELECTIONS

At our Annual General Meeting in April we will elect those who will run the Association for the next years. Accordingly, a nominating committee has been formed under Article 4, Section 4.1.a the Committee consists of:

Sandra Ennor of Transparenssea Fuels, Andrea Bahr of Overseas Marine Services, Bill Osmer of McAllister Towing, Robert Ryke of Moran Shipping Agencies and Chaired by Patrick Bahr of UPT United Product Carriers.

Patrick is the Chairman of the Planning and Administration Committee. He has been a part of the maritime community since 1995 as a tanker owner, broker and pool manager both in the U.S. and in Europe. Patrick joined UPT, as Hamburg based Tanker Pool Manager in 2002 and is heading their U.S. office, which he set up in 2005.

This year we have to elect almost all positions. Four of the positions, President, Vice President, Membership and Education, need to be filled because the incumbents have served the maximum period in their respective positions as per the By-Laws. The three remaining positions, Treasurer, Social and E-Media are to be elected either due to the incumbent not seeking re-election or because the position was vacated prior to the end of their term.

Next month the Nominating Committee will recommend candidates for your consideration in April.

LONG ISLAND SOUND MARINERS AND BOATERS

The National Weather Service in NY City is requesting feed back on a proposed change to Long Island Sound marine zones. They are considering splitting Eastern Long Island Sound into two sections, The new marine zones would be New Haven, CT to the mouth of the Connecticut River and the mouth of the Connecticut River to Stonington, CT. It is currently New Haven eastward. The change would allow for better representation of the wave height values for the waters entering Long Island Sound

You are encouraged to share your thoughts and suggestions. You can obtain further information from Coast Guard Sector, Long Island Sound (New Haven). Contact LT Jennifer Sheehy, Waterways Management Chief at 203-468-4432.

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 \$100 per year or \$40 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: Entry Level Maritime Operations/Chartering Employment

- Northeast Mid-Atlantic Region

Merchant Mariner 3rd Mate Deck Officer License, Oceans Unlimited, January 2020

Fort Schuyler January 2020 Graduate - GPA: 3.01

Marine Transportation, Bachelor of Science and Unlimited Deck License

Marine Cargo Operations | Transportation Systems | Business of Shipping

Maritime Security | International Safety Management

Certifications:

- GMDSS Radio Operator's License (FCC)
- Assistant Tankerman
- Vessel Security Officer
- Merchant Mariner Credential
- CargoMax software

Internship:

Norden/Norient

- Collaboration for maximization of vessel efficiency and minimization of operating costs
- Coordination of ship operations: voyage planning, bunker scheduling, and operating efficiency
- Securing contracts between the charterer and ship owner

Experience:

First Class Cadet Watch Officer 2019 - TS Empire State VI, 2017-2019

Two Bar Rank | Safety and Supply Officer | Training – Second/Third Class Cadets

- Ensured navigation and vessel operations were in compliance with US Coast Guard regulations
- Trained Second/Third Class cadets in terrestrial navigation, celestial navigation, and safety management

Research:

- Off Shore Windmill Energy
- Autonomous Shipping
- Green Passport

Letters of Recommendation Available

Contact: Brendan Pezzulo

Phone: 973-229-0373

Email: bpezzulo1@gmail.com

(S01-20)

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)

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, 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 position requires close involvement in day-to-day operation of the vessels and 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 Offers Equal Employment Opportunity

Company: M.T.Maritime Management

E-Mail: hr@mtmaritime.com

Website: www.mtmaritime.com

Notes: If you qualify and are interested to join our enthusiastic team, please email your CV with cover letter.es: Please reply in confidence with your resume

(HW02-20)

Position B: Bunker Fuel Trader

Position Summary

Experienced and knowledgeable professional to provide in-house marine fuel and bunkering services for a fleet of 50 plus vessels which trade worldwide. The position will be in Southport, Ct and has excellent salary and benefits.

Main Responsibilities

Seek and identify solutions and leverage opportunities on behalf of Vessel Owners to stem good quality fuel with reputable suppliers at the best possible prices. The position requires working with outside bunker brokers and suppliers directly to assist in the planning of fuel stems with the Master, the operations group, and technical managers. Tracking of fuel pricing and availabilities are required and disseminating this information to various company departments. When necessary pursue quality and quantity claims on behalf of the owners. Invoice processing and payment approval will be required. The applicant will need to be passionate about their job, a team player, and able to work with the company's sister offices in Netherlands, Singapore, and India. He/She will need to be able to work under pressure and at times need to be available after office hours.

Experience:

Minimum 3-5 years' experience and have a good understanding of the Marine Fuels Supply and Trading Industry. Must be fully aware of, and ensure compliance with environmental regulations and industry standards including Marpol emissions' requirements and ISO 8217 Specs. Fuel Hedging experience desirable.

Company: M.T.Maritime Management

E-Mail: DCarroll@MTMaritime.com

Notes: Interested candidates should email their resume with cover letter

(HW02-20)

UP COMING EVENTS

SAVE THE DATES

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

Thursday, April 30, 2020

CMA Annual General Meeting Luncheon

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Free to CMA Members in good standing

RSVP's are required

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717,

or email LParsons@marinemoney.com