



UP COMING EVENTS

SAVE THE DATES

JULY 2019

Thursday, July 11, 2019

CMA Annual Summer Picnic/Lobster Bake

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Members: \$85

Non-Members: \$160

(includes a one year CMA Membership - \$75 value)

See Page 4 for more info

With Ladderball on the lawn this year sponsored by:



More on this inside and as emailed!!

AUGUST 2019

**There are no special
CMA Social Events in August**

**Enjoy the Summer and we will
reconvene in September!**

**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

July Fourth is just behind us, and the CMA Summer Picnic is just ahead of us! It is hard to believe that the year is half over. What this means to me at the moment is that we are now less than 6 months away from January 1, 2020. Of course, for all of us in shipping, this is a very important upcoming date. Ship owners, charterers, bunker suppliers, brokers and others are all working hard, and hopefully working together, to manage the bunkers on board their vessels and the tank cleaning that needs to take place in order to comply with the new IMO Sulphur Cap regulation. I read an article recently, which really hit the nail on the head for me. The author said that the upcoming Sulphur Cap regulation is not a 2020 problem, it's really a 2019 problem. I believe that this is exactly correct. By the time we get to January 1, 2020, all of the hard work will be

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behind us, and the industry will be operating vessels with compliant fuel or scrubbers.

I would remind everyone, too, just how enormous this change is for our industry. Some of you may have heard me make this point at the CMA Conference, or at the Gala Dinner, but we, as an industry, are about to reduce the carbon emissions of our vessels seven-fold. This is a huge reduction. Considering that nearly 90% of all goods move by ship, and even now, that global shipping is responsible for about 3% of greenhouse gas emissions, this is an indication of our very strong commitment to our planet and operating our vessels in the most clean and efficient manner that we can. I do not know of any other global industry that has made a commitment like this. Unfortunately, the public generally does not think of our industry in this way. We are usually "out of sight, out of mind," unless something catastrophic happens to a ship. This is a real shame, in my view, because we all work very hard, both at sea and ashore, to operate the ocean going fleet in the best manner possible. I would suggest that we should all do what we can to change this – tell the people that you know how we are working to reduce our industries emissions even more come January 1, 2020. Tell your friends and your family about this – tell them that when they buy a pair of shoes or pants, that as of January 1, 2020, they will become cleaner products because of the work being done by the shipping industry. We work so hard to do the right thing – we should be shouting this at the top of our lungs!

Of course, our work will not be done after January 1, 2020. The IMO has a mandate to reduce carbon emissions 50% by 2050, compared to 2008 levels. With this in mind, a group of eleven major shipping banks have announced the Poseidon Principles, which is a plan to incentivize decarbonization in the shipping industry. This was quite appropriately announced at Marine Money Week in New York back in June, and is just another example of our industries commitment to the environment. We are, indeed, a clean and forward thinking industry!

I want to take a moment to thank Jack Noonan for taking time out of his schedule to speak at the CMA Education Foundation lunch in June, when scholarships were awarded to students from a number of different schools. Thanks also to the great work that everyone at the CMA Education Foundation is doing, to help support the next generation of leaders in our industry! The lunch was a great opportunity for us to meet the students, and the students were thrilled to hear from Jack, certainly one of our industry luminaries! Thanks again, Jack!

I also want to remind our members that we are working with Tom Garber of Third Wave Films, on a movie that highlights shipping, the hard work of the mariners, our industries commitment to the environment, and more. Tom is still working to find the balance of the funding he requires in order to complete the project, so I would ask everyone to consider getting involved. If you have any questions at all about the project, please reach out to either Tom or me, and if you want some more info, here is the website:

<http://www.thirdwavefilms.com/seastates.html>

Finally, I hope that we will see you all at the CMA Summer Picnic this Thursday, July 11, 2019, at Stamford Yacht Club, from 1730-2100. Right now, the weather looks like it will be perfect! Our friends at Monjasa are sponsoring Ladderball this year – many thanks to them! If you are interested in Ladderball, please contact the CMA Social Chair, Mike McCormick. See you all there!!!

FROM THE EDITOR

July 4th has gone. Can Labor Day be far away? Sorry, I didn't mean to steal your summer, but the summer doldrums are next, and then what?

That question (what is next?) connects loosely with my article "Globalization in Transition – A Commentary" last month. Also, shortly after our June Newsletter was distributed, BIMCO's News and Market Analysis published a paper by Peter Sand "Macroeconomics: Slower Growth From Unresolved Trade Tensions Harms Global Trade Volumes" --- again the same question (next?). BIMCO's data came from the International Monetary Fund (IMF), which forecasts global GDP growth would slow from 3.6% in 2018 to 3.3% in 2019 before returning to 3.6% in 2020. Peter Sand's data and analysis is very convincing.

Looking only at the container sector, a June 21, 2019 article by Greg Miller in FREIGHTWAYS.com ("Is container shipping market less turbulent than headlines imply") quotes Bing Chen, CEO of containership lessor Seaspan Corp. He sees over all container growth of about 4% per year. The trade tension (tariffs) are primarily focused on trans-Pacific which could have a roughly 6% volume decrease. "So the net impact (globally versus a non-trade-war scenario) could be roughly about 3%." "Even if the volume between China and the U.S. is reduced, the actual goods might be transported to other areas as the logistics flow is changed."

Without making any forecasts a late 2018 study by PORT-STRATEGY.COM listed six key trends that it believes will drive the container ports sector. The studies mentioned above suggest that trade in goods might slow this year while globally economic activity continues to grow, albeit slowly. Key trends to watch for.

- Collaboration and data standardization – block chain
- Smart containers- disposable tracking devices
- Trade Wars - protectionism
- IT Spend - focus on new technologies
- Automation gains on the docks – labor issue
- Capacity management – seeking opportunities to increase cargo intake

So what do you think?

Donald (Don) Frost

MEMBERSHIP NOTES

Among the applicants this month are some students that received scholarship awards and will attend maritime schools in the Fall. The Board will formally accept them at its next meeting. For now we hope we can get to meet you at the summer picnic at the Stamford Yacht Club July 11.

Mr. Ajoy Sinha Choudhury, Retired TBS Ship Management, White Plains, New York

Mr. Kasper Christiansen, Senior Bunker Trader, Dan-Bunkering (America) Inc., Stamford, Connecticut

Mr. Matthew James Ciruzzi, Voyage Manager, Diamond S Shipping, Greenwich, Connecticut

Mr. Kevin Pierce Collins, Student, Massachusetts Maritime Academy, Greenwich, Connecticut

Mr. Roberto De Berardinis, Tanker Operator, d'Amico Shipping USA, Stamford, Connecticut

Mr. Albert Doerbecker, Tanker Broker, SSY NY Tankers LLC, Westbury, New York

Mr. Janek Ekeli, Bunker Trader, Dan-Bunkering (America) Inc., Stamford, Connecticut

Mr. Nicolas Emmanouilidis, Regional Sales Manager, Marlink, Washington, D.C.

Kristan K. Exner, Monroe, Connecticut

Mr. Charles Falotico, Student, Maine Maritime Academy, Stratford, Connecticut

Ms. Charlotte Gjerrild, MOL Nordic Tankers (USA) LLC, Stamford, Connecticut

Mr. Rasmus Ostergaard Gjerrild, MOL Nordic Tankers (USA) LLC, Stamford, Connecticut

Mr. Stephen T Haeckel, Broker, Braemar, Essex, Connecticut

Ms. Lindsay Hrones, Process Manager, Host Agency LLC, Norfolk, Virginia

Mr. Kevin Kerr, Tanker Broker, Simpson Spence Young, Westbury, New York

Mr. Gregory Planamento, Chartering, Kolmar Americas Inc., Bridgeport, Connecticut

Mr. Andreas Repapis, Chartering Manager, Genco Shipping, New York, New York

Ms. Stephanie Roe, Student, Greenwich, Connecticut

Welcome!

Greg Kurantowicz, Membership Chair

CMA ANNUAL SUMMER PICNIC & LOBSTER BAKE

THURSDAY EVENING, JULY 11TH, 2019

The always popular CMA Annual Summer Picnic will take place Thursday evening, July 11th, 2019 once again at the Stamford Yacht Club. As the lobster bake has proved so popular we are repeating it this year also. There is still time to sign-up!

Thursday, July 11th, 2019

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

<http://www.stamfordyc.com> (for directions)



The Lobster Bake obviously costs us a lot more, but the CMA will once again subsidize the event and we are able to continue to do so, with a price of \$85 per person for CMA Members.

For Non-Members the cost will be \$160 per person, which will include a one-year membership to the CMA (a \$75 value)

The fee includes - **3.5 hours of open bar** of Heineken, domestic draft beer, additional varieties of bottled beer, house wine, juice and soda and a **Picnic Menu** of:

Domestic Cheeses & Grapes w/Assorted Crackers - Fresh Crudite with Dips - Chips & Salsa – New England Clam Chowder – Steamers w/Drawn Butter - Fresh Garden Salad w/Assorted Dressings - Cole Slaw - Potato Salad - Pasta Salad - Grilled Vegetable Platter - 1.25lb Lobster per guest **OR** a Lobster Roll - Fried Chicken - BBQ Ribs - Corn on the Cob - Steamed Red Potatoes -Freshly Baked Rolls – Cookies - Brownies - Fresh Fruit Platter - Coffee & Tea

We have continued this year, for those that don't want to crack a lobster, lobster rolls – the choice is yours! They have been a very popular addition!



Our friends at **Monjasa** will be sponsoring ladderball on the lawn this year – we thank them! More info on Page 7.

*****IMPORTANT THINGS TO NOTE ABOUT THIS YEAR'S EVENT*****

- **IT IS ALWAYS SUPER HOT AND OFTEN HUMID AT THIS EVENT, SO DRESS FOR COMFORT – YOU DON'T HAVE TO WEAR A SUIT AND TIE – SMART CASUAL CLOTHING IS PERFECTLY FINE – ABOVE ALL BE COMFORTABLE!! SHORTS ARE GREAT TOO – NOT SUPER SHORT BUT YOU GET IT!!**
- **WE ARE PLANNING FOR THE GAME OF LADDERBALL AT THE EVENT – SEE PAGE 7.**
- **The CMA Education Foundation will once again be holding a raffle to benefit its education programs – we have Yankees tickets, generously donated by Norton Rose Fulbright, and more items to be announced. Bring cash for raffle tickets if you can as it is easier.**



Reservations are required (very important to ensure we have enough lobsters for all!) and pre-payments are required - please call Lorraine at +1.203.406.0109 Ext 3717 to reserve or email LParsons@marinemoney.com.

Checks payable to: "CMA" and mail to:

Connecticut Maritime Association
100 First Stamford Place, Suite 600
Stamford, CT 06902

We also accept payments by Visa, MasterCard or American Express – please call or email to pre-pay by credit card.

Whether you decide to arrive by car or by boat, we hope that you will join us for another fun evening by the Sound on July 11th for always one of our most well attended events.

EDUCATION AWARDS LUNCHEON

By Kyle Tesei

Thursday, June 13, 2019, the Water's Edge at Giovanni's II in Darien, Connecticut.

Each year we recognize the outstanding achievements of young individuals who are aiming to pursue careers in the Maritime Industry. Honorees were competitively selected not only based on their academic excellence, but on their commitment to community service and their passion for

maritime studies. Recipients are seniors in high school, current college undergraduates, and graduates who will be entering master's programs in the near future. Honorees in attendance came from Connecticut to Pennsylvania to Louisiana, regardless of their hometown, they all share great leadership dispositions that will undoubtedly guide the future of the shipping industry in years to come.

CMA Education Foundation proudly presented the wisdom of our 2017 Commodore Jack Noonan. His powerful and insightful words provided valuable advice to the young award winners who will soon be starting the next chapter of their lives. Jack emphasized honor, ethics, and morality, arguing the importance of finding intrinsic value in the career path you choose. "Take pride in your work and everyday activities so that you derive intrinsic satisfaction from them. That will strengthen your integrity and make it less likely that you will stray from your values." (*)

Further into his speech, he went on to speak about life strategy, highlighting that it is significant to give your all at everything you do because the majority of the time it is not just one characteristic of a person that makes them unique, "With the exception of relatively few extraordinary people, it is the aggregate of who you are and what you do, not a singular attribute or skill that defines what the best that you can be is."

To conclude his speech, Jack spoke about decision making and how making the right choice is not always the easiest choice, but it is the most important. His closing comments were moving and left the honorees with great advice to keep in mind as they enter college and their professional careers. CMA is grateful for Jack's attendance.

This year's annual CMA Awards Luncheon marked another successful year of providing financial assistance to help the future of the maritime industry. The CMA Education Foundation gave out over \$40,000 in scholarships to deserving students.

Ed's notes:

Kyle is a summer intern with Marine Money.

(*) We have printed Jack Noonan's entire speech in this issue.

CMA SUMMER PICNIC
INNAUGURAL LADDERBALL TOURNAMENT

Sponsored by



We've taken a break from Bocce this year to bring you, Ladderball!

No previous experience needed to play this classic backyard game.

We will have Amazon Gift Cards for the winning teams!

1st Place– \$150 each

2nd Place– \$50 each

3rd Place– \$25 each

Tournament will start promptly at 6:15 PM and registration requirements are simple:

- 1) You need to attend the picnic. (Contact Lorraine – lp Parsons@marinemoney.com – for Picnic sign-up if not already done)
- 2) Have a teammate.
- 3) Email mrm@odingroup.com with your names, Team Name and Mobile numbers.

Space is limited to 16 Teams, in order of reply.

After 16 teams are registered we will start a waiting list. We will also sign-up at the Picnic, space allowing.

We expect quite a bit of interest, so please RSVP to Mike McCormick; mrm@odingroup.com as soon as you have a team!

SHIPPINGInsight

FLEET OPTIMIZATION AND INNOVATION CONFERENCE AND EXHIBITION

15-17 October 2019

Hilton Executive Meeting Center Stamford, Connecticut USA

SHIPPINGInsight

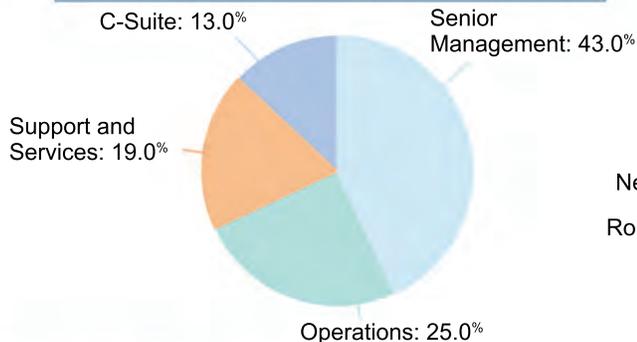
Are you facing the future with trepidation or excitement? Are you looking for ways to minimize your costs and maximize compliance? Does the word “disruption” fill you with either dismay or energy? Is innovation part of your corporate ethos? Do you want to protect and grow your corporate enterprise?

Are you interested in aligning with the marine industry’s top thought leaders; presenting products and services to shipping’s present and future buyers? Do you want to position your company as part of the forward-leaning change agents that are part of the solution for industry’s unprecedented disruption? If any of these questions ring true, plan to attend the 2019 SHIPPINGInsight Conference.

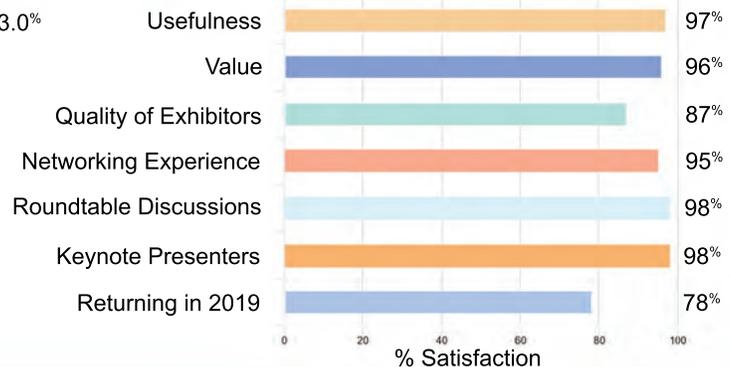
Who will be there?

- Shipowners/operators
- Charterers
- Shipmanagement companies
- Manufacturers/service providers
- Marine finance community
- Classification societies
- Non-maritime optimization and innovation experts

What organization levels attend?



What are 2018 delegates saying?



Evolving Agenda

Shipping in Today's World

- Global Risk and Geopolitical Strategies
- Crew Needs, the Human Element
- Managing and Minimizing Risk
- New Shipping Routes, and implications
- SOLAS

Transformative Technologies

- Autonomy: vessel adaptation and port requirements
- New Technology Incubators, what is on the Horizon
- Fleet Optimization Strategies OPex, CAPex
- Transactional Efficiencies: Blockchain, ERP, Smart Data, etc.

Regulatory – Requirements Now and Future

- Area specific regulatory requirements
- Zero Carbon future
- Vessel Vetting
- Lubrication, Fuel & Bunkering
- Energy Alternatives
- Shipyard Needs/Interaction

Connected Ships

- Communications/Connectivity advances
- Big (Smart) Data
- Cybersecurity
- Speeds/Bandwidth
- Routing
- Charting

SHIPPINGInsight Awards Luncheon | Shark Tank | Closing Luncheon with Shipowner Panel

www.shippinginsight.com



CMA EDUCATION FOUNDATION

Scholarships 2019: \$43,000 to 14 high school seniors, 4 undergraduates & 2 graduate students.

SEA YOUR FUTURE
To promote and support maritime-related education through financial assistance, events, and activities.

1st Place Winner \$10,000

Stephanie Rota



- Senior at Greenwich High School
- Attending SUNY Maritime
 - Naval Architecture
- Essay: History of LI Sound, Sea Scout Ship,
 - Norwalk ship building, rifle club
- Guidance Counselor: noted Stephanie's responsible
 - mature nature,
 - ambition
 - demonstration of rising to challenges



2nd Place Winner \$7,500

Seth Pardi



- Senior at Marine Science Magnet HS,
- Early College Program at UCONN
- Attending Massachusetts Maritime
 - Marine Engineering, Intl. Maritime Business
- Essay: Family History,
 - Global Scope of the Maritime Industry & Career Options
- Professors: noted Seth's strong work ethic & leadership abilities,
 - volunteers & teaches sailing,
 - honors student with great writing skills



3rd Place Winner: \$5,000

Trevor Achee



- Senior at St. Paul's High School
- Attending Great Lakes Maritime Academy
 - Technology, Deck License
- Essay: Family Experience on the Mississippi River,
 - Economic Impact of the Maritime Industry
- HS Counselor & College Advisor:
 - noted Trevor's community service,
 - described Trevor as a passionate leader,
 - honorable & determined



Winners

- Liam Cashmore:** \$1,500
USMMA, Logistics & Security/Deck
- Anders Marius:** \$1,500
USMMA: Maritime Logistics & Security/Deck
- Samuel H. Ney:** \$1,500
USMMA: Maritime Logistics & Security
- Serge M. Ntchawok:** \$1,500
SUNY Maritime, Facilities Engineering
- Peter "Will" Wiley:** \$1,500
Webb Institute to TU Delft, Graduate Program
Dual Degree: Offshore Engineering & Wind Energy
- Habtume L. Eshete:** \$2,000
SUNY Maritime Graduate Program
International Transportation Mgmt.

\$1,000 Winners

- Justin Baker:** Howe Military Academy to Great Lakes Maritime Academy,
Ships Engineer
- Charles Falotico:** Bunnell HS, Stratford, CT to Maine Maritime,
Power Engineering Operations
- Nolan Hayden:** Oak Ridge HS to Great Lakes Maritime Academy,
Maritime Tech/Deck
- Caleb Johns:** The Sound School, New Haven, CT to SUNY Maritime,
Marine Tech
- Daniel Lindner:** Stevens Point Area HS to Great Lakes Maritime Academy,
Science & Maritime Tech
- Nikolas Manatakis:** Pocono Mountain East HS, PA to SUNY Maritime,
Marine Environmental Sci, Oceanography & Meteorology/Deck
- Matthew Reynolds:** White Cloud HS to Great Lakes Maritime Academy,
Maritime Science/Deck
- Bridget Stack:** New Rochelle HS, NY to SUNY Maritime,
Naval Architecture/USCG/Deck
- Owen Sullivan:** Marshfield HS to Mass Maritime,
Marine Transportation
- Noah Taylor:** Homer Sr. HS to SUNY Maritime,
Engineering Naval Architecture/Deck
- Reese Titmus:** New Milford HS to MASS Maritime, Mechanical Engineering

MARINERS' MENTAL HEALTH

By Douglas B. Stevenson, Esq.
Director, Center for Seafarers' Rights
The Seamen's Church Institute of New York and New Jersey

Promoting mariner wellness has been a core mission of the Seamen's Church Institute of New York and New Jersey (SCI) throughout its 184-year history. As a key part of this mission, SCI strives to raise awareness of mariners' mental health issues and to eliminate stigmas associated with mental illnesses and treatment.

Data from the World Health Organization estimates that 450 million people worldwide suffer from mental or neurological disorders and that one in four people will be affected such disorders at some point in their lives. With such data, it is unrealistic to assume that mariners are immune from mental health problems.

No research has shown that mariners suffer different rates of mental health problems than the general population or other working occupations. However, mariners are exposed to a relatively high degree of traumatic events and other stressors compared to people in more sedate careers. Seafarers can experience stressors such as loneliness, isolation, environmental pressures (constant noise/vibration), bullying and harassment, cultural conflicts, generational conflicts, extreme weather, dangerous work, and job insecurity, all of which could make them vulnerable to mental health issues.

Most people experience some mental health problems after traumatic events, but most people also recover without long-term consequences. Our research reveals that mental health therapies have proven to be very effective in treating post-traumatic symptoms in other populations, and there is no reason to believe that mariners are any different. Unfortunately, stigmas associated with mental illness and therapies continue to persist, even in countries where mental health care is widely accepted. Such stigmas deter sea-



CMA SHIPPING

March 31 - April 2, 2020

CMA members benefit from a \$500 saving

BOOK NOW

www.cmashipping2020.com

The banner features a blue background with a blurred image of a busy airport or travel agency. The CMA SHIPPING logo is prominently displayed in white, with a stylized 'S' shape. Below the logo, the dates 'March 31 - April 2, 2020' are written in white. A white horizontal bar contains the text 'CMA members benefit from a \$500 saving' in red and blue. At the bottom, a red button with white text says 'BOOK NOW', and the website URL 'www.cmashipping2020.com' is written in white.

farers from seeking medical help thereby denying them the effective therapies that could enable them to return safely to shipboard duties.

The maritime industry must take the lead in removing stigmas associated with mental illness. Both ships' crews and shoreside management should receive mental health wellness training including preventing, identifying, and responding to mental illness. Seafarers should be encouraged to disclose mental health conditions and be provided treatment so that they can be returned to duty. This can be accomplished by compassionately providing treatment and appropriate employment so that seafarers will not be afraid of losing their jobs and employers will be confident that they are fit for sea duty.

Seafarers' mental wellness must be treated like any other public health challenge – with competency, compassion, and without stigma.

Note – SCI and the American P&I Club have produced a guide for caring for seafarers' mental wellbeing following traumatic events. It is available [here](#).

FUTURE MARITIME LEADERS ESSAY COMPETITION

CMA is not the only organization that has such a competition. Shortly after we got our June Newsletter out we were contacted by the Managing Director (Michael Sosted) of the Global Maritime Forum in Copenhagen asking if we could promote their competition. We thought that was a good idea, but unfortunately their deadline was June 30, 2019. This made it virtually impossible to write a prize winning paper on the challenges facing the maritime industry in time.

We have asked Michael to keep us apprised of future contests. It is unlikely that the challenges will disappear soon so if you have an idea for a paper we suggest you check Global's website from time to time --- www.globalmaritimeforum.org.

This allows us to remind all about CMA Shipping 2020 March 31-April 2.

CMA'S EDUCATION LUNCHEON

JACK NOONAN'S SPEECH JUNE 13, 2019

Allow me to open by saying that it is always an honor to be chosen as a speaker at CMA and Marine Money. It is even more special today as we recognize the young, promising and talented students that have been chosen as recipients of this year's CMA Education Foundation Awards.

Let's hear it for today's honorees.

Originally today's luncheon was supposed to have a panel of past CMA Commodores but since I was the only one to accept the invitation, so for better or worse, it's just me today.

I was informed that I could speak on any topic of my choosing, so I decided to specifically address you, the Award Recipients as you proceed to the next chapter of your lives.

WW II's General George Patton is credited with saying: "Lead, follow or get out of the way." The fact that you are being recognized here today is fair indication that you want to be leaders and have the potential and qualities to be one.

Leadership and ethics; two qualities that go hand-in-hand. That's what I will speak to today.

When it comes to ethics, I believe that we are born with a natural human instinct as to what is right or wrong. Our parents then continually reinforced the differences between right and wrong behavior. We learned about the Ten Commandments and other religious doctrines of righteousness. Most of all we learned through experiencing actual situations of right and wrong.

From the very first day at Kings Point every Midshipman is formally introduced to the Honor Code. However, it was not a grand revelation at age 18 that one should not lie, cheat or steal. The strength of our morality and our ethical behavior at that point had been a process of both nature and nurture. As with everything else, it is how we apply what we have learned that matters.

Ethics comes from the Greek word Ethos, which means "character." Ethical behavior or the lack thereof, is indicative of one's character which, it has been said, is measured by: how one acts when nobody else is watching.

In his book *The 8th Habit*, Stephen Covey writes that:

"Ethos is your ethical nature, your personal credibility, and the amount of trust that others have in your integrity. When people consistently behave in a principled manner, do what is expected of them and deliver on their promises, they are said to have Ethos."

Since I have said that knowing the right thing to do is instinctive, developing ethos must be instinctively integrated with the practice of everyday life and is best achieved through the establishment of a life plan or strategy.

Sports teams, companies, and the military all have strategies and so too must an individual. I believe that with the establishment and execution of an effective life strategy, ethical behavior becomes second nature to one's performance.

Now, when you graduate and move on to the next stage of your life, whether continuing your education or starting your career, your strategy shouldn't be something that overwhelms you. Also, it's important to accept that you can alter your strategy as life goes on, because you most certainly will need to do so.

I didn't consciously know it, but by the time I graduated in June 1978 I already had a plan, albeit a career plan. I had no forethought about my future family life, although some of you will.

I had gotten a job with the oil company Texaco, as 3rd Mate in its Jones Act tanker fleet. Boy, those were the days. Almost everyone in my class had gotten sailing jobs with the unions or the oil and LNG companies. Several others had chosen active duty in the Navy or Coast Guard. Many went on to long seagoing or active duty military careers.

On graduation day, if someone had asked me to forecast my career, I would have said that I was going to sail until I had my Master's license, go to law school – paid for by Texaco of course – and spend the ensuing 30+ years as an admiralty lawyer for Texaco.

Well, I do have a Chief Mate's license, but stopped sailing before I had enough sea-time to sit for my Master's License.

I never went to law school and Texaco no longer exists. Obviously I had to alter my strategic course a number of times along the way.

So no worries. Set your course – and then alter course as necessary.

One of the early aspects of your plan will be your job choice. This is an important test because you must be sure that you are making the choice for the right reasons. My choice to go to sea was the first phase of my career plan, which I estimated would take six to eight years. However, I had classmates that chose to go to sea simply because the salary was so much higher than at a shore job. Most of them didn't sail for very long as they derived little or no intrinsic job satisfaction; just more money. A nice salary can certainly enhance one's job satisfaction but money alone will never provide job satisfaction.

In Dr. Richard Carlson's book "Don't Sweat the Small Stuff," he tells the story of a journalist interviewing two bricklayers working at a construction site.

The journalist asks one what he is doing and he responds: "I'm just an underpaid and overworked bricklayer wasting my time piling bricks on top of one another."

Then he asked the other what he was doing and he said:

"I'm the luckiest person in the world. I get to be a part of great and important projects. I help turn single bricks into magnificent structures."

Technically, they were both correct; but with dramatically different perceptions of their respective careers. Take pride in your work and every day activities so that you derive intrinsic satisfaction from them. That will strengthen your integrity and make it less likely that you will stray from your values.

There are a few basic principles that have worked well for me. I derived one of them from the Aesop fable *The Tortoise and the Hare*. When I first heard that fable as a young child I thought it was stupid. No way would a turtle beat a rabbit in a race. But you will discover, for the most part, that it is true. In the race of life, at times you'll be ahead and sometimes you'll be behind. If you establish your objectives and set your course to achieve them, altering as necessary, and steady on toward them, you will cross the finish line and realize that you've won the race; but only if you accept that the race of life is long and in the end it is only with yourself.

I share this because the desire to be the hare instead of the tortoise may cause you to deviate from your course, to take shortcuts and result in poor choices. The quest to get ahead quicker is full of ethical pitfalls.

You've heard it said that "you should be the best that you can be," but what does that mean? Does it mean that you should be the best marine engineer, naval architect or the best deck officer? Is it possible not to be the best at any one thing but still be the best that you can be? It absolutely is.

Consider the Olympic decathlon which consists of ten track and field events; four running, three throwing and three jumping. A decathlete's performance in any one of those singular ten events, taken on its own, would not even qualify him or her for the Olympics in those individual sports. By Olympic standards, the individual event performances of any decathlete are, at best, mediocre. However, the person with the best combined performance in all ten events is given the title World's Greatest Athlete. Think about that.

With the exception of relatively few extraordinary people, it is the aggregate of who you are and what you do, not a singular attribute or skill that defines what "the best that you can be" is. If anyone is confused by this thesis, get your hands on the book *Outliers* by Malcom Gladwell. It is a short book, and an easy and extremely interesting read. He explains why Bill Gates, Robert Oppenheimer and the Beatles were among the very special and elite at what they did and why they succeeded.

The fact that you are being recognized here today indicates to me that you all have the ability to be *Outliers*. In any case, just do your best at everything you do, even if there is no one thing you do that makes you special. Just like the decathlete.

In Dr. Phil McGraw's book *Life Strategies* he writes "you cannot dodge responsibility for how and why your life is the way it is. Every choice you make — including the thoughts you think — has consequences. When you choose the behavior or thought, you choose the consequences. When you choose the right behavior and thoughts — which takes a lot of discipline — you'll get the right consequences."

In citing Dr. Phil again, he writes that in life

"There IS no reality, only perception.

You know and experience this world only through the perceptions that you create. You have the ability to choose how you perceive any event in your life, and you exercise this power of choice in every circumstance, every day of your life. No matter what the situation, you choose your reaction, assigning meaning and value to an event."

This makes it easier to justify unprincipled behavior. We read and hear of such behavior every day; in politics, in sports, in the military and in the corporate world.

In the 1987 movie *Wall Street*, Charlie Sheen portrays the young stockbroker Bud Fox. He lures a friend into an insider trading scheme saying "everybody's doing it" and that he'll receive "more money than he ever dreamed of" and "nobody gets hurt"; all incorrect perceptions that led to disreputable actions.

By contrast, his father played by Charlie Sheen's real life father, Martin Sheen, is an airline mechanic whose perception of life is that he: "is a guy who never measured a man's success by the size of his wallet"

Divergent perceptions – just like the bricklayers.

That was a movie but in the real world, there have always been and always will be corporate misconduct. Although you are young, you've no doubt heard about some or all of the following:

- The 1980's insider trading schemes of Ivan Boesky and Michael Milken – the real life inspiration for the movie *Wall Street*
- The savings and loan scandal and crisis of the 1990s
- Enron, WorldCom, and Adelphia Communications in the early 2000s
- The sub-prime mortgage crisis that led to the failure of investment banks, Bear Sterns, Merrill Lynch and Lehman Brothers in 2008

All of these cases involved the concealment of wrongdoing. However, it is important to realize that the unscrupulous practices that brought down these individuals and companies did not always start out that way. In some such situations, the intentions were good and the actions proper, but circumstances developed and choices were made that led to the unethical practices and subsequent consequences. It's important to remember that circumstances and events

can create the situation where good, and otherwise, ethical people make bad choices. All of the aforementioned scandals were not 100% perpetrated by bad people with bad intentions, but rather by those who lost their moral compass along the way.

The 1999 movie, *The Insider* starring Al Pacino and Russell Crowe is the true story of tobacco industry whistleblower Jeffrey Wigand. His life is turned into a living hell because of his choice to go public about his company's deceptive practices. He lost his house, his wife divorced him and he was unemployable in the corporate world. Despite all that misfortune, when Dr. Wigand was interviewed by Mike Wallace on the TV show *60 Minutes*, he reflected on his decision saying that he "would do it again" and that "it was worth it".

Making the right choice is often the difficult choice. It can be a lonely choice. The consequences are not always desirable, even if driven by the correct ethical behavior. Unfortunately we don't live in a "happily ever after" world where the good guys win and the bad guys lose.

I suppose that this was a lot to take in during a 15 minute speech; leadership, ethics, life strategies, perception and reality. So allow me to capture it all using the words of one much more eloquent than I:

So, Congratulations, today is your day.
You're off to Great Places! You're off and away!
You have brains in your head.
You have feet in your shoes.
You can steer yourself
Any direction you choose.
You're on your own. And you know what you know.
And YOU are the one who'll decide where to go.
You'll look up and down streets. Look 'em over with care.
About some you will say, "I don't choose to go there."
With your head full of brains and your shoes full of feet,
You're too smart to go down any not-so-good street.

You're off to Great Places!
Today is your day!
Your mountain is waiting.
So...get on your way!

On behalf of the Connecticut Maritime Association, my sincere congratulations to all of you.

UP COMING EVENTS

SAVE THE DATES

JULY 2019

Thursday, July 11, 2019

CMA Annual Summer Picnic/Lobster Bake

5:30 pm-9:00 pm

Stamford Yacht Club

97 Ocean Drive West, Stamford, CT

Members: \$85

Non-Members: \$160

(includes a one year CMA Membership - \$75 value)

See Page 4 for more info

With Ladderball on the lawn this year sponsored by:



More on this inside and as emailed!!

AUGUST 2019

**There are no special
CMA Social Events in August**

**Enjoy the Summer and we will
reconvene in September!**

**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**



Maritime Lunch Forum Houston

DATE:
Wednesday July 17TH at 10 AM

VENUE:
WESTIN GALLERIA,
West Alabama Street, Houston

TM Master – a leading shipping software – is coming to Houston.

This will be a digital shipping software forum - fleet and asset management and technical operation of vessels.

Tero Marine is strengthening our organization in the U.S to raise the level of customer service for our growing North-American customer base.

By popular demand, we are hosting a Lunch Forum where our users can learn other users' TM Master experiences and best practices, some good old networking and sharing experiences.

This forum is primarily of interest to people involved in the following areas:

- Asset and Equipment Management, Maintenance
- Shipping and Maritime Technical Operation
- Supply Chain Management and Purchasing
- IT Management and System Analysts
- Shipping, Engineering and related areas



The agenda:

TENTATIVE PROGRAM - MORE TO COME

Introduction and welcome

Regional Director Thomas Longberg – Tero Marine US Inc.

TM Master - Interface with Finance and E-invoice systems

Business Systems Manager Mr. Alex Dena – Seabed Geosolutions Inc.

Effective Conversion of Maintenance Data Different systems converted into One – How and Why?

Regional Director Mr. Thomas Longberg – Tero Marine US Inc.

TM Master and Tidewater in the North Sea basin

Presenter to be decided

Aker Biomarine – From Krill in the Antarctic to Superba in Houston

Chief Financial Officer Mr. Scott Stowers – Aker Biomarine Manufacturing

The Maritime Lunch Forum will start at **10 AM** and end no later than 3 PM.

A lunch meal will be served together with coffee, tea and refreshments.

We would very much like to see you at the **Westin Galleria on Wednesday July 17th.**

Please send an email to nicolay.henschien@teromarine.com to register for the Lunch Forum.

Should you have any questions please let us know.

Nicolay E. Henschien – tlf +47 4791 4014

www.teromarine.com



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 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 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 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: Technical Sales Representative

ASR, a Brooklyn, NY based company is seeking a Technical Sales Representative. This Technical Sales Representative role will be responsible for communicating with customers, growing customer accounts, and handling technical inside and outside sales.

The ideal candidate will:

- Have a Bachelor's degree in Engineering or Business.
- Seagoing experience on the engine side a plus or other technical experience on vessels.
- Ability to build relationships with Chief Engineers, Ship Managers and Superintendents etc.
- Must have a TWIC card or ability to get one.

Compensation commensurate with experience.

Company: ASR

E-Mail: christina@asrny.com

Notes: Resumes can be e-mailed

(HW07-19)

Position B: Financial Analyst

Ridgebury Tankers seeks a financial analyst to join its Business Development team.

The role requires analysis of investment performance and reporting to C-level management and institutional investors. Proficiency in MS office and advanced Excel skills required.

Experience in the tanker industry preferred. The ideal candidate will have strong finance skills and be eager to learn about investing in real assets including the operational and technical challenges of owning vessels. Work authorization in USA required.

Company: Ridgebury Tankers

E-Mail: careers@ridgeburytankers.com

Notes: Please contact via e-mail.

(HW06-19)

Position D: Compliance Analyst/Claims Assistant

As a Company involved in international trade, Eagle Bulk is subject to US and international sanctions programs. The Compliance Analyst/Claims Assistant will be a key member of the legal department and will be responsible for monitoring the Company's compliance processes, ensuring consistent application of our compliance program across the organization and assist the General Counsel and Claims Manager in their everyday responsibilities. You will be responsible for the day-to-day implementation of the organization's compliance program, which includes compliance with international economic sanctions, anti-corruption laws, anti-boycott regulations and other policies related to international trade. The Compliance Analyst interacts with the commercial, technical, operations and finance departments on a regular basis. In addition, you will assist the Claims Manager with the effective management of all marine insurance claims, including daily contact with underwriters, correspondents worldwide, outside legal counsel and claimants.

JOB RESPONSIBILITIES FOR COMPLIANCE ANALYST/CLAIMS ASSISTANT

- Conduct due diligence and screening of the Company's clients and vendors.
- Maintain KYC information of the Company's vendors and suppliers.
- Administer the compliance training plan and maintain training records.

- Manage compliance-related records, in accordance with Company policy.
- Report to the General Counsel on a regular basis to review progress on •Compliance Program implementation and assist with updating our compliance program, as needed.
- Assist the Finance Department in internal compliance review and external audit activities.
- Maintain reports of screening activities, resolution of sanctions issues and false positive hits.
- Perform claims handling functions to include data entry, bill payment and administrative support for the General Counsel and Claims Manager.
- Interact with clients, attorneys and outside vendors.
- Produce and maintain spreadsheets and databases to enhance data presentation, claims analysis, and storage.
- Liaise with service providers, brokers and other stakeholders to support the effective management of claims.
- Assist with auditing and reviewing of internal and external claim files.
- Prepare claims summaries and respond promptly to reinsurance queries.

COMPETENCIES

The successful candidate will be a self-starter, well-organized and able to work in a dynamic, fast paced environment. The position requires excellent writing and communication skills, computer proficiency and a constant willingness to learn.

QUALIFICATIONS

- Bachelor's Degree in related fields of Law, Business, Finance/Accounting, Economics or related degree.
- Excellent computer skills, including Microsoft Word, Excel, and PowerPoint.
- Ability to understand compliance risk management practices and methodologies, including risk assessment, monitoring/ surveillance and testing activities.
- Professional maturity and confidence.
- Previous compliance experience helpful but not required.
- Occasional travel and after-hours support required.
- Recent college graduates are invited to apply.

Company: Eagle Bulk

E-Mail: support@eagleships.com

Notes: Please email your resume in confidence.

(HW06-19)

Position E: Sales Manager and Credit Control Manager

NHST Global Publications is growing our business to serve some of the world's biggest industrial sectors: shipping, seafood, renewables oil & gas. We deliver industry-leading independent Journalism, analysis and content, helping professionals to make smarter decisions. Our market leading media and event platforms TradeWinds, Upstream, Recharge, Intrafish have offices in London, Singapore, across the US and in Norway.

200 people across the globe are working to strengthen the position of our international publications and enhance our digital presence. At NHST Global Publications we believe in investing in our teams and building relationships with our audience across our international portfolio. Diversity, Inclusiveness, independence and innovation are key components to our company's success. NHST Global Publications is an equal opportunity employer to applicants of all backgrounds. NHST Global Publications is a company in the NHST Media Group.

We are building a strong team in Stamford. Currently seeking Sales Manager and Credit Control Manager.

Company: NHST Global Publications

Notes: To learn more please click [here](#).

(HW06-19)