



**UP COMING EVENTS**

**SAVE THE DATES**

**NOVEMBER 2019**

**Thursday, November 14th, 2019**

**8th Annual New York City Speaker Luncheon**

Speaker: **Jeff Pribor, Senior VP & CFO, International Seaways - INSW (NYSE)**

**The Harvard Club of New York City**  
35 West 44th Street, New York, NY 10036  
(between Fifth & Sixth Avenues)

Check in: Cambridge Rooms Foyer – 2nd Level  
Cocktail Reception: 12 Noon – Gordon Reading Room – 2nd Level  
Seating for Lunch: 12:45 pm – Cambridge Rooms – 2nd Level

**\$115 Members/ \$130 Non-Members**  
**Pre-payment required for this one by check or credit card.**

Please see Page 6 for more info.

**DECEMBER 2019**

**Tuesday, December 10th, 2019**

**CMA Annual Holiday Party**

**From 6:00 pm-10:00 pm**

**Sign of the Whale**

6 Harbor Point Road, Stamford, CT 06902  
(plentiful street and surface lot parking close-by and use of the Harbor Point garages is available – before 6pm just say you are going to SotW and after 6pm the barriers are up!)

**We invite our members to**  
**Come Celebrate the Season at our Annual Party**  
*Free of charge to CMA Members in good standing*

*(All we ask is that you bring an unwrapped toy for the U.S. Marine Corps. sponsored "Toys for Tots" program OR make a cash or check donation to the CMA Education Foundation (any donation welcome).*

**For Reservations for all CMA Events please call**  
**Lorraine at +1.203.406.0109 Ext 3717,**  
**or email [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com) or**  
**[LParsons@marinemoney.com](mailto:LParsons@marinemoney.com)**

**PRESIDENT'S NOTES**

As we get closer to years end, it seems that shipping news is filled with articles about scrubbers and compliant fuel, not surprisingly. We are now less than 8 weeks away from enforcement of the new sulphur regulations, and it is really in the forefront of our collective shipping minds, as it should be. On October 25th, we had an all star presentation at the CMA lunch, titled, "Final Countdown to IMO 2020." Ian Workman of VPS Testing and Inspection did a top notch job moderating our panel, including Rasmus Jacobsen, Managing Director, Monjasa; Marc Holm, President, Maersk Oil Trading; Jan Hagen Andersen, Business Development Director, DNV GL Maritime; John Demopoulos, VP, North American Refined Products, Argus Media; and Rob Leventhal, Business Development Manager, Americas Marine Fuel Services, Bureau Veritas.

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# • CMA INFORMATION •

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**THE CMA HOME PAGE ADDRESS IS  
[www.cmaconnect.com](http://www.cmaconnect.com)**

## LETTERS TO THE EDITOR & NEWSLETTER

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Honestly, we are so lucky as an organization to be able to get these thought leaders in front of our membership. It was a very productive event, and I am confident that we all left having learned a few new things.

If you are on LinkedIn or read gCaptain, you may have seen some articles or interesting data updates from Lori Ann LaRocco of CNBC. She is about to launch a new book that she has written called, "Trade War: Containers Don't Lie, Navigating the Bluster." In this book, she evaluates the impact of the US trade war, not just with China, but also with Turkey, Russia, the E.U., Japan and India. U.S. farmers and industries have been impacted across many different markets, and Lori Ann LaRocco is telling the story by following the trade data, which, as she says, does not lie. Of course, we see the impact of these trade issues every day, as markets shift and react to uncertainty and unexpected tweets, causing trade lanes to adjust. I think it will be a book well worth reading.

Our next CMA event is our annual November luncheon in New York City. This year, it will be at The Harvard Club on Thursday, November 14th. Jeff Pribor, the Senior VP and CFO of International Seaways will be our guest speaker. This event is always sold out, and I would suggest that you RSVP with Lorraine Parsons promptly in order to secure your seat at this event.

Our annual Holiday Party is on Tuesday, December 10th, at Sign of the Whale. As always, this event is free of charge to all CMA members in good standing, but we do ask that you bring a toy for the U.S. Marine Corps sponsored Toys for Tots program, or make a cash or check donation to the CMA Education Foundation.

I do want to remind everyone again that as of January 1st, 2020, the cost of membership will increase from \$75.00/year up to \$100.00/year. This is still a great value for membership, but if you want to squeeze in one more year at \$75.00, time is running out. I would also ask all of our members to please reach out to one or two people you work with that might not yet be members, and encourage them to join as well. They might be pleased to be able to join up for the current membership rate!

We do hope to see many of you at The Harvard Club on November 14th!

## FROM THE EDITOR

It was not only gratifying to see so many people at our October 25th luncheon, it was great to see so many new professions who are not usually able to attend. You can read more about the speakers and the issues elsewhere in this issue.

The release of an extensive audit of the Connecticut Port Authority (CPA), quasi-public agency, at the end of October was fodder for newspapers and blogs all over the State especially in Hartford where it has been an embarrassing topic.

In 2014 legislation creating a State Port Authority passed, but was incomplete in its functions and organization. In 2015 Enabling Legislation described a larger and more complex mission that encompassed the Dept of Economic and Community Development, the Dept of Transportation, the Dept of Energy and Environmental Protection, The Office of the State Treasurer (to over see bonding), the Governor's Office of Policy Management. The Governor appointed the heads of these Departments (or their appointees) to be Directors. Other Directors were named from politically active representatives from recreational boating, real estate lawyers, and real estate investors. There are also three professionals with some experience in shipping (a lawyer for a cruise line, the head of an active ship agency and a former ship owner/operator with terminal management, commodities and consulting experience). A total of 15 Directors of which only 2 knew anything about ports, trade, logistics and shipping.

Being that all the cargo handling functions in the state are privately held, except the State Pier in New London, the structure of the CPA could not use the so-called Land Lord Model port authority. None of the State's ports have been dredged in many decades, the terminals have little space and population has grown so close to them that access to them is restricted. The State's freight rail lines run North-South and the passenger line (AMTRAK) runs East-West. Traffic on the coastal highway I-95 is very heavy most of the time. More than half the State's population is located to

close to New York and the Ports of New York and New Jersey so setting up distribution warehouses in CT is not economical or fulfill today's focus on time--just in time inventory has met Amazon Prime.

As in the past, ports still are portals through which trade moves. In the 21st Century they are also logistics centers. Ships, trucks, rail roads are transport modes but none of them are controlled by ports. They are the tools that ports use to execute their function.

CPA still has a role. What would you recommend?

## MEMBERSHIP NOTES

We are pleased to welcome:

Mr. Victor Adingra, General Manager, Groupe Akydom Sa,  
Abidjon, Cote d'Ivoire

Mr. Stein H. Arnesen, CEO, V-Traction AS, Bergen,  
Norway

Mr. David J. Borcoski, Group Managing Director & CEO,  
ASP Ships Group, Melbourne, Australia

Mr. Chris Carter, Norstar Chartering (USA) LLC,  
Singapore

Mr. Ira Saltzman, Global Account Executive, Crane  
Worldwide Logistics, Houston, Texas

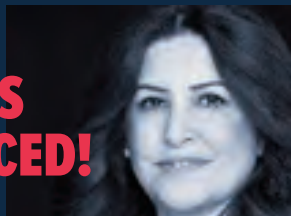
Mr. John J. Sisk, Student, Massachusetts Maritime  
Academy, Buzzards Bay, Massachusetts

*Greg Kurantowicz, Chairman, Membership Committee*

# THE LARGEST INTERNATIONAL SHIPPING EVENT IN NORTH AMERICA

Where the global leaders of shipping get business done.

## FIRST SPEAKERS ANNOUNCED!



**SADAN KAPTANOĞLU**  
President  
BIMCO



**KATHARINA STANZEL**  
Managing Director  
INTERTANKO



**KOSTAS GKONIS**  
Secretary General  
INTERCARGO



**RICHARD TIMME**  
Assistant Commandant for  
Prevention Policy,  
United States Coast Guard

View the speaker list online ▶



**PAUL HOLTHUS**  
Founding President  
and CEO,  
World Ocean Council



**AMIT BASU**  
Vice President,  
CIO & CISO International  
Seaways, Inc.



**JAMES MCNAMARA**  
Former President,  
National Cargo Bureau



**SEAN DUFFY**  
Executive Director,  
Big River Coalition

## 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

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

## CMA SHIPPING 2020

### DISCOUNTS FOR CMA MEMBER CONFERENCE DELEGATES

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

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

Please go to [www.cmashipping2020.com](http://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](http://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](http://www.cmaconnect.com)

[www.cmashipping2020.com](http://www.cmashipping2020.com)

## CMA SPECIAL EVENT

### NYC SPEAKER LUNCH THURSDAY, NOVEMBER 14TH **JEFF PRIBOR, CFO,** **INTERNATIONAL SEAWAYS TO SPEAK**

Carrying on the tradition, and for the 8th year running, we are once again holding the CMA November Speaker Lunch in New York City. **Jeff Pribor, CFO of International Seaways - INSW (NYSE)** will be our lunch speaker on Thursday, November 14th. This is one event you do not want to miss. Seats are limited and we will fill up fast, so make your reservation (and pre-payment) without delay to avoid disappointment. Here are the details:

When: **Thursday, November 14th, 2019**

Where: **The Harvard Club of New York City  
35 West 44th Street, New York, NY 10036  
(between Fifth & Sixth Avenues)**

**(note that for our event it is easiest to use the new entrance at 27 West 44th Street, which will take you straight to the rooms we are using!)**

**Check in: Cambridge Rooms Foyer – 2nd Level**

**Cocktail Reception: 12 Noon – Gordon Reading Room – 2nd Level**

**Seating for Lunch: 12:45 pm – Cambridge Rooms – 2nd Level**

Why: **Jeff Pribor, CFO, International Seaways, INSW (NYSE)**

**About Jeff Pribor:** *Jeff Pribor joined International Seaways in November 2016. Prior to International Seaways, Mr. Pribor was Global Head of Maritime Investment Banking at Jefferies & Company, Inc. Previously, he was Executive Vice President and Chief Financial Officer of General Maritime Corporation, one of the world's leading tanker shipping companies, from September 2004 to February 2013. Prior to General Maritime, from 2002 to 2004, Mr. Pribor was Managing Director and President of DnB NOR Markets, Inc. From 2001 to 2002, Mr. Pribor was Managing Director and Group Head of Transportation Banking at ABN AMRO, Inc. From 1996 to 2001, Mr. Pribor was Managing Director and Sector Head of Transportation and Logistics investment banking for ING Barings.*

**About International Seaways:** *International Seaways, Inc. is engaged in the ownership and operation of crude, product, and chemical tankers around the world. 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 ves-*

sels. 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.

How: **\$115 Members/ \$130 Non-Members**  
**Pre-payment required for this one by check or credit card.**  
**For Reservations and payment advice simply reply to this email or call Lorraine at 1.203.406.0109 Ext 3717**

We hope you will join us to enjoy hearing from a great speaker in an exclusive venue!

Best regards,  
Lorraine Parsons  
Event Director, CMA

## TAKEAWAYS FROM "FINAL COUNTDOWN TO IMO 2020"

By James Gross

January 1st, 2020 looms ever nearer, and with it will come the new 0.5% cap on Sulphur emissions for ship exhaust. As the first industry to pass such global regulation, the world looks towards the maritime transportation industry as a blueprint for global emissions reduction. Going by the October 25th Connecticut Maritime Association, there are still some significant hurdles to overcome.

The panel consisted of Rasmus Jacobsen, Managing Director of Monjasa, Marc Holm, President of Maersk Oil Trading, Jan Hagen Andersen, Business Development Director of DNV GL Maritime, John Demopoulos, Vice President of North American Refined Products and Argus Media, and Rob Leventhal, Business Development Manager of Americas Marine Fuel Services, Bureau Veritas and was moderated by Ian Workman of VPS Testing and Inspection. Topics such as fuel testing, refinery upgrades, and logistics were covered over the hour plus discussion. However, the one thing that every person said at some point was that we just aren't prepared for this.

In many cases, there just isn't enough information available. As John Demopoulos stated early in the panel, people expect futures, indexes, and hedging instruments when they want to purchase fuel, but none of these currently exist for VLSFO. It ended up being tied to the Gas Oil mar-

ket, a very rough analog to the new fuel, and is commonly purchased using the Gas Oil Contract in Rotterdam. Rob Leventhal mentions that ship crews are trained on how to load RGM 380 fuels, but VLSFO's require a different process. For example, heating the fuel as if it's HFO can cause fuel pump leaks and tanks must be heated 10 degrees warmer than what is stated on the certificate of analysis when heading into colder climates.

Lack of availability has also contributed to the lack of preparedness. Rasmus Jacobsen describes how his office in Panama invested in additional pumps and additional fuel in preparation for January 1st before moving onto a lengthy discussion regarding barges. Factoring in the time and work required to properly segregate different batches of fuel from different providers, ensuring tanks are sufficiently clean, and the increasing amount of testing that will need to be done to ensure compliance, barge efficiency will be reduced after January 1st compared to today. To compound the problem, Panama has halted any new barges from entering their market. The average tug in Panama is 31 years old with a DWT of 3,100. Marc Holm added that he sees increasing prices for both storage and barges, and that these aged barges are already working near maximum capacity.

Rob and Rasmus broke down some regarding the fuel itself. Besides smaller ports potentially not having the necessary variety of fuel, there are issues regarding the increasing number of fuel varieties. This will require separate loading stations for the new fuel and cause significantly lengthened loading times. John and Marc point out that the feedstock used in making gasoline can also be used as fuel blending component. Since both the bunker and gasoline/diesel industries will be bidding on VGO, they expect gasoline prices will rise.

Unfortunately, a very common theme throughout the panel is that people just aren't putting in the work. John said that many refineries were unwilling to upgrade their facilities to produce VLSFO due to the 4-year lead time. Regarding the lack of a futures market for VLSFO, he mentioned that having a staged phase-in would have helped but is now not possible due to the lack of time before January 1st. Rasmus questioned why there wasn't more responsibility on Bunker suppliers. Shipowners can claim they have a scrubber installed, and suppliers can legally deliver 3.5% fuel to them without checking to see if the scrubber exists. Ian Workman mentions that bunker buyers and charterers prefer to wait until the last minute to get the best price. With the expected delays for barges and lack of availability for

fuels, this won't be a viable practice. Rob says that vessel representatives frequently don't show up at fuel samplings, forcing the crews to take responsibility for them.

Fortunately, it's not all doom and gloom caused by gaggles of ne'er-do-wells. Discussions of IMO 2020 have already spawned goals for 2030, with the 2050 goal of emissions reductions to 50% of 2008 levels becoming more and more realistic. Going off comments from Jan Hagen Andersen, Ian Workman mentioned that the U.S. Coast Guard plans to be as strict as they can for inspections. John expects that VLSFO will have its own futures market, index, and hedging instruments by the end of 2020. But, as Marc stated,

the way to know that this IMO 2020 real is by looking at how much money people have invested. Billions of dollars have been put into SOx Scrubbers and refinery upgrades. People don't walk away from that kind of money.

January 1st, 2020 represents an opportunity for the maritime industry. By challenging ourselves to achieve these goals, we attract inventors and innovators. The work of these people will push us to the forefront of environmentally responsible industry, generating countless jobs and attracting a myriad of investors along the way. This only happens if we all commit to comply with IMO 2020. I believe this is something we can do.



SAVE THE  
DATE FOR  
OUR:



# *69<sup>th</sup> Annual Dinner*

**MONDAY**, December 2, 2019

THE YALE CLUB OF NEW YORK CITY

50 VANDERBILT AVE, NEW YORK, NY

This event provides a unique opportunity to meet and greet in one of the best locations in the world.

AIIS members and guests always look forward to this annual event to see old friends, make new acquaintances, and to conduct business. We look forward to seeing a large number of old and new friends.

## ANNUAL DINNER

Reception: 5:30 – 7:00 p.m.

Dinner: 7:00 – 9:30 p.m.

● Cocktails: 9:45 - 11:00 p.m.





# CALL FOR PAPERS



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

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

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

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

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

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

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

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

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

Submit to: Shmuel Yahalom, Ph.D.  
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State University of New York, Maritime  
College  
6 Pennyfield Ave.  
Throggs Neck, NY 10465  
Phone: 718 409 7290  
E-mail: syahalom@sunymaritime.edu

## CMA EDUCATION FOUNDATION



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

### From the CMA Education Foundation:

**Holiday Shopping on Smile.Amazon:** You can directly support the CMA Education Foundation when shopping on Amazon this holiday season. Please go to [smile.amazon.com](https://smile.amazon.com), choose CMA Education Foundation and Amazon will donate to us! (Donations will be made by Amazon only when using the smile.amazon site, not when using amazon.com or their app.)



**Giving Day Save the Date February 27, 2020:** The CMA Education Foundation will be participating in Fairfield County's Community Foundation Giving Day on February, 27, 2020 to raise money and awareness about the great programs we have to support high school and college students in their maritime studies and careers throughout Fairfield County, CT.

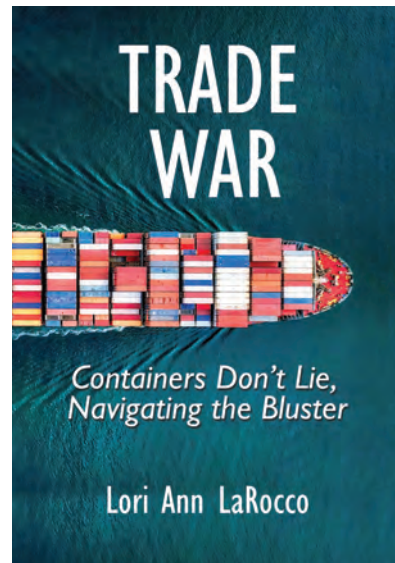
**Support CMAEF:** We need your ongoing support, please contact Christeen for more information or visit our website for information and donation forms, [cma-edu.org](https://cma-edu.org).

**Christeen Bernard Dür, Executive Director,**  
[Christeen@cma-edu.org](mailto:Christeen@cma-edu.org)

The CMA Education Foundation's mission is **to foster future maritime professionals through the promotion and support of maritime related education through financial assistance and initiatives.**

## MM BOOK

# MARINE MONEY



### **Trade War: Containers Don't Lie, Navigating the Bluster**

Marine Money's latest book from author Lori Ann LaRocco highlights how the flow of trade reveals the hidden truth about the President's Trade War. Scheduled for release November 13, 2019.

Today the decorum of trade negotiations has been replaced with a trade war reality show leaving the world as a whipsawed spectator. For the first time in history, the curtain of trade negotiations has been torn off, creating a turbulent, emotional environment of fear, anxiety, and hope. Global markets and businesses both large and small are trying to navigate the Twitter storms of President Trump—the threats, declarations of winning, and blame. This rhetoric has intentionally buried and distorted the truth of the trade war. That is, until now.

Best-selling author Lori Ann LaRocco has written a detailed examination of the current global trade and tariff wars, entitled: **Trade War: Containers Don't Lie, Navigating the Bluster**. The book tells the true story of the trade wars through the experiences of American farmers, industry, ports, and markets, in the words of those involved and impacted, and with the trade data, which does not lie.

The flow of trade is agnostic and does not play favorites. Ninety percent of the world's trade is transported by water. The magnitude of the water superhighway is extraordinary. More than 9 billion tons of cargo—the equivalent of more

than a ton for each person in the world—is transported by over 86,000 ships each year. This tremendous volume provides the tea leaves for divining the story of trade negotiations.

China is not the only country in a trade war with the United States. It is a multifront war involving Turkey, Russia, the E.U., Japan, and India. Canada and Mexico were also included but recently worked out a trade deal, which has still not been ratified by Congress. This global trade war has impacted U.S. industries ranging from agriculture to steel, motorcycles to whiskey.

Some markets were simply wiped out with the stroke of a pen.

“Our European buyers told us they wanted to put all shipments on hold until the trade talks get settled out,” said Tom Lix, CEO of Cleveland Whiskey. “Once the tariff was official, shipments were then canceled. The E.U. made up 15 percent of our overall revenue. Now it’s gone.”

Join author LaRocco as she leads readers through fake headlines, Twitter rants, and geopolitical calculation on a story about globalization in the throes of change. Read how businesses, individuals, and even countries are victims, villains, and heroes as told by actual trade data. Ms. LaRocco notes, “China wants a basket of trade and they are doing just that. If they cannot trade with the U.S., they are finding alternatives.”

According to the U.S. Soybean Export Council (USSEC), the United States soybean industry would need to have a 92 percent market share with every country that is importing soybeans right now to make up for the loss of trade with China. The volume of the trade shows the uphill battle of the soybean farmer.

Ms. LaRocco has dug deep into U.S. trade, and while businesses have been successful in expanding into new or existing markets, the fact is China is not buying, and the empty bucket of China is difficult to fill. “It takes seven Vietnams to make a China,” explained Gene Seroka, executive director for the Port of Los Angeles, the United States’ largest port.

The changing patterns of trade reveal the truth. Containers don’t lie.

Praise for ***Trade War: Containers Don’t Lie, Navigating the Bluster***:

“If you want to understand the nuts and bolts of President Trump’s trade war—how we got here and its fallout on global trade, industry and the economy—then you must read this book. Lori Ann LaRocco is masterful at weaving together a clear picture of the trade war, which will become more important to all our livelihoods as it rages on.” – **Mark Zandi, Chief Economist, Moody’s Analytics**

“Whatever side of the debate you are on LaRocco’s extensive research on the impact of the trade war speaks for itself. ***Trade War: Containers Don’t Lie, Navigating the Bluster*** provides tremendous data on the impact of the flow of global trade. Very compelling!” – **Gerald Storch, Founder and CEO of Storch Advisors, Former Vice Chairman Target, Former Chairman and CEO Toys “R” Us and Former CEO of HBC (Parent of Saks, Hudson’s Bay, and Lord & Taylor)**

“LaRocco’s book shows you the underlying truth of this trade war. The export and import data shows the dramatic trends of how quickly tariffs have impacted the competitiveness of the United States. Import growth from U.S. competitors cannot be spun away with rhetoric. In the pursuit of ‘fair trade,’ the American farmer and other industries have been negatively impacted. The equilibrium of a free trade world has been thrown off. The ‘benefit’ of this multi-front trade war has yet to be realized. The indisputable proof based on the flow of trade only shows disruption.” – **Anthony Scaramucci, SkyBridge Capital Managing Partner**

“Lori Ann has done an excellent job of using readily available data combined with personal interviews to lay out the real life effects of our current trade war and the structural changes that are underway as a result. I found the insights provided to be most helpful in pointing out many of the difficulties that lie ahead.” – **Sen. Bob Corker (R-TN) Former Chairman of the Senate Foreign Relations Committee**

“President Donald Trump trade policy is the most significant and risky presidential economic policy decision of the past half century. Lori Ann’s book provides a real time account of the events and the real time consequences of the President Trump trade decisions to date. Her research is impeccable and her knowledge of trade routes and evaluation of container trade provides a guidepost that every policy maker should heed. This is a very important book for the future of the U.S. economy because it sounds an alarm about the trade war now before it is too late to take corrective action. Win or lose this trade war, what is happening today in trade will be analyzed and evaluated and criticized and praised for years. This book will be invaluable to that evaluation.” – **Sen. Heidi Heitkamp (D-ND) former Banking and Agriculture Committee member**

“Lori Ann LaRocco has provided a first class analysis of current shipping patterns, and their implications for global trade. By doing so, she has given us a book that is a must-read for any student of global trade (and the global economy).” – **David M. Rubenstein, The Carlyle Group Co-Founder, Co-Executive Chairman**

“Lori Ann LaRocco’s prescient book is a clarion call, and makes a compelling, timely and well-documented case for how our trade flows, our joint production platforms and integrated supply chains, and the openness of our economies and dare I say our societies too, need to be defended, but also explained and articulated to a sceptic and, in some cases, angry public.” – **Arturo Sarukhan, (former Mexican Ambassador to the U.S., 2007-13)**

“For those who still question that we are living a new trade era, this book is a must-read. Maritime data show an interesting effect of the way negotiations are publicly assessed nowadays and the impact of those assessments by exporters and importers. Data analysis of trade flows presented by Lori Ann LaRocco, complemented by qualitative assessment of economic agents through a series of interviews, presents a clear picture of the impact of the U.S.-China trade war, not only for those two countries, but for other U.S. trade partners and the entire system. The most immediate effect of this trade policy of the U.S. based on tariffs as a tool to rebalance trade flows with China is a

change in global supply chains that will be difficult to revert even after a solution to the trade war is reached. The long-term implications of this trade-policy shift by the most powerful economy in the world are still to be seen and will be studied by generations of global studies students and policy makers to come. In that task, this book will be a very useful reference.” – **Guillermo Malpica, former trade negotiator and former Head of the Mexican Trade and NAFTA Office in Washington, D.C.**

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#### **About the author:**

Lori Ann LaRocco is senior editor of guests for CNBC business news. She coordinates high-profile interviews in business and politics, as well as special multimillion dollar on-location productions for all shows on the network. Her specialty is in politics, working with titans of industry. LaRocco is the author of *Dynasties of the Sea, Part 2: The Untold Stories of the Postwar Shipping Pioneers* (Marine Money, Inc., 2018), *Opportunity Knocking* (Agate Publishing, 2014), *Dynasties of the Sea: The Shipowners and Financiers Who Expanded the Era of Free Trade* (Marine Money, Inc., 2012), and *Thriving in the New Economy: Lessons from Today’s Top Business Minds* (Wiley, 2010).

#### **About Marine Money:**

Relied upon by shipowners, financiers, investors, ship managers, brokers, lawyers, and accountants for the past 30 years, Marine Money International has bridged the gap between shipowners and the international capital markets. Our publications, forums, books, and other services are driven by a set of common goals: to bring the importance and significance of international trade and the maritime industry to a broader community that relies upon 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](mailto: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](mailto: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](mailto: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)

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**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)