



UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2019

Thursday, September 26, 2019

CMA Monthly Speaker Lunch

2030/2050 Decarbonization

Speaker: **Vesa Koivumaa,**

**Director of Marine Business Development for Americas,
Wärtsilä**

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Members: \$50 per person / Non-Members: \$60 per person

OCTOBER 2019

Thursday, October 24, 2019

CMA Speaker & Topic TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Members: \$50 per person / Non-Members: \$60 per person

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

As I sometimes do, before writing this month's article, I took a look back at the article from September 2018. It turns out that I had done the same thing last September, and first remarked about the difficult hurricane season of 2017: Hurricanes Harvey, Irma, Jose and Katia. A hurricane season for the ages, I had said. Well, in the past few days, Hurricane Dorian rolled through, or over, the Bahamas with devastating results. Please bear in mind that this is going to be a long-term event for them – there is a huge amount of clean up and rebuilding ahead for The Bahamas. Our friends and fellow CMA members at Campbell Shipping have set up a relief fund [here](#): Campbell Shipping are looking to raise \$500,000 for relief efforts, and the CMA Board made a donation last week. Please help as you can. Further information from Campbell Shipping is available in this newsletter as well, and of course those impacted in

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The Bahamas, and along the US East Coast, remain in our thoughts and prayers during this very difficult time.

Tariffs were also a topic in the September 2018 newsletter, and of course, they remain a topic today, and a challenge to the shipping and agricultural industries, among others. While markets have firmed of late, there remains a great deal of uncertainty while trade agreements with the United States and the rest of the world remain in flux. While we remain only spectators in this situation, there is presently some hope that the US can come to terms with China, at least, prior to the 2020 election season.

Our next CMA Luncheon will be on Thursday, September 26th. We are very grateful to be welcoming Vesa Koiumaa, Director of Maritime Business Development for Americas at Wartsila, who will be flying up to visit us from Houston. He will be speaking to us on 2030/2050 Decarbonization issues, which is, of course, a huge topic in our industry right now. I would encourage all of our members to attend this important, relevant and timely event.

Finally, just a heads up as we head towards the final quarter of 2019. For many years the CMA membership dues have been \$75.00 per year. Starting on January 1, 2020, we will be increasing the membership dues to \$100.00 per year. We feel that this is still a very competitive cost for membership, and remains an excellent value for the networking and events provided by the CMA.

We hope to see you all on Thursday, September 26th, at the CMA luncheon!

FROM THE EDITOR

It has been a hot summer. Container traffic saw an upswing probably in anticipation of coming tariffs. Now there are fewer container ships in the market while the fleet struggles to get their scrubbers installed. Tankers had a celebratory period attributable to US oil exports. Dry cargo, especially Cape sized vessels, suffered from a decline in iron ore shipments from Brazil. That market has greatly improved as Brazil resumes its former pace of iron ore shipments. Yet we still have not completely dealt with Ballast Water Management Systems and IMO 2020 is only 3 plus months away. What comes after that? Trade tensions form only part of the story.

The Baltic's Briefing of August 12, 2019, "Is globalization coming to an end or just evolving?" by Kate Jones tries to look beyond the spot market.

"While tariffs may be the most visible barrier, other trade blocks, like new foreign investment in the USA, are weakening the business incentive to globalize corporate foot prints and supply chains." To which Morgan Stanley commented in the same article "Meanwhile a growing reliance on leaner manufacturing, changes in consumer preferences and increasing purchasing power in emerging markets are emphasizing regional trade over global trade" (all of these are documented in my June article). Morgan Stanley describes this as "slowbalization".

Of course, all of this makes the near future in the shipping markets quite difficult to read. Investors in ships are cautious but I see an increased interest in the shore side assets, ports and terminals and their infrastructure, that enable shipping.

Heightened interest in oil, and more recently LNG, exports has been a focus in the US Gulf for years. However, if you have not noticed, investing in infrastructure goes beyond energy-based facilities.

Looking back, the greatly improved shipping market that lead up to the 2008 Beijing Olympics stirred investors interest in ports and terminals. The activity garnered attention in the US in February 2006 when P&O Ports sold their leases/port management contracts in six major US seaports to United Arab Emirates (UAE) based Dubai Ports World. The ensuing media furor portrayed the transaction as control of those six ports being turned over to a foreign country. The fact that the sale was from one foreign company to another was moot. The sale of leases was described as selling the ports and the following Congressional hearings cast Congress as a bunch of ignorant xenophobic lunatics by Europeans.

In the process the value of US maritime assets rose dramatically. The value of these properties is a function of its water, rail and highway access as well as the nearby consumer population.

In 2019 we seem to be entering a similar period. Examples:

- Early this year the former Avondale Ship Yard on the Mississippi River across from New Orleans was been sold to US shipping interests to be converted into a very large container terminal.

- Last year an unused former industrial property along the Delaware River was combined with some underused terminal space alongside the Delaware Memorial Bridge to be converted into a large container terminal. The Delaware property went to another UAE port operator. Gulftainer won a 50-year exclusive rights to operate and develop the port. The deal has been seen as a breakthrough in UAE-US business relationships.
- In Fall River Massachusetts New England's largest coal fired electricity generating station at Brayton Point went offline in June 2017. The 306 acre site had 4 huge generators, 500 foot tall cooling towers and a sprawling coal park. The plant burned 40,000 tons of coal every three days. The facility was purchased by Houston based Dynegy Inc. The towers came down in April 2019. Among the proposed uses of the property is as an Off-Shore Wind Farm Staging Hub, and/or a utility scale solar array. Investors include local shipping interests.

In Connecticut "shoppers" from China were making inquiries almost ten years ago. Their focus was specifically ports.

There is darker side to this rosy real estate picture. There are cases where developers are raising the price of property that was occupied by water-dependent (shipping) businesses. The best documented example of what has been called "The Water Front Development Hustle" might be the Port of Oakland (California). Its history on this topic goes back to the 1850's during California's gold rush when the City of Oakland started to sell off their waterfront (of course the City's founders saw fit to make themselves business partners in the sale). Ultimately the U.S. Supreme Court stepped in and declared these were public lands and not for sale. Today private developers want to convert an existing marine terminal (Howard Terminal) into new high-end housing and office space, luxury hotels and a baseball stadium for the Oakland A's. Other states have seen similar proposals.

Of course, cities should reclaim or revitalize their waterfronts. According to the July-August edition of Maritime Professional magazine "... but only so long as they conduct the proper analysis and review of the consequences of loss of their ability to be a working seaport." The issue is probably bigger than that statement. What do you think?



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4th September 2019

To: Maritime Community

Dear Friends,

We express our gratitude for your concerns and keeping us in your prayers in this difficult times.

Hurricane Dorian center passed 86 nm as its Closest Point of Approach (CPA) to the New Providence Island, where we are situated. We had a power shut down on the island of New Providence and localized flooding. The power has currently been restored to most parts of the island.

However, the Northern Islands of Abacos and Grand Bahama went through the strongest hurricane (Category 5) recorded in the modern history, leaving behind a serious trail of destruction. Early reports from the Abacos are that there are five deaths officially reported. Also, that many homes and businesses have been destroyed by the sustained strong winds of the storm, which exceeded 185 mph as well as there was mass flooding as a result of storm surges of up to 15 ft covering a significant portion of these islands. Grand Bahama Island where the storm hovered for over 36 hours, moving at a speed of one mile per hour suffered a similar fate as The Abacos. Rescue teams are only making it into these islands this morning.

While it is too early for a full assessment, it is clear that people of these islands will need significant assistance if they are to resume any level of normalcy in life. To this end we at Campbell Shipping have established a Hurricane Relief Fund and are inviting our employees and industry partners to join us as we attempt to ease the burden in some small way. Should you wish to participate in the relief effort please make a donation at the following:

1. **Friends of Campbell – Hurricane Dorian Relief (Click the Link Below)**

https://www.gofundme.com/f/friends-of-campbell-hurricane-dorian-relief&rcid=r01-156753392572-5a5eebb374a44472&pc=ot_co_campmgmt_w

2. <https://www.bahamas.com/relief> set up by the local authorities

Thanking you very much once again for your prayers and support.

Kind Regards,

Capt. Rajesh Dhadwal / CEO

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CMA EDUCATION FOUNDATION



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For your Consideration for the CMA Newsletter:
From the CMA Education Foundation:
Internship Program:

Thank you to the following companies who hosted interns this year to date and have at least 1 employee who is a CMA member therefore their intern was eligible to receive a stipend from our program.

- ATA Freight
- Charles R. Weber, Co., Inc.
- Crowley Maritime Corp.
- Fairfield Chemical Carriers
- Heidmar Inc.
- International Marketing Strategies
- International Registries
- Marine Money
- Maritime Industry Foundation
- McAllister Towing
- NAMEPA
- Ridgebury Tankers
- Schuyler Line Navigation Co.
- Society of Marine Arbitrators

Remember to tell your Interns about our stipend program. The updated process and form are on our website, cma-edu.org.

Please consider a direct donation in order to support more maritime interns!

Support CMAEF: We need your ongoing support, donation forms can be found on our website, cma-edu.org.

Christeen Bernard Dür, Executive Director,
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.**

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Dr. Sayed Anwer, President, Maritime Study Forum, Islamabad, Pakistan

Ms. Michelle Badger, Director of Advancement, Massachusetts Maritime Academy, Buzzards Bay, MA

Radm. Kevin Cook, USCG (ret), President, Cook Maritime Solutions, LLC, Virginia Beach, VA

Mr. Jory Eisenberg, Analyst, Elliott Management Corporation, Westport, Connecticut

Mrs. Christina Saglimbeni, Senior Relationships Manager, Bank of America Merrill Lynch, Stamford, CT

Welcome aboard!

Greg Kurantowicz, Chairman, Membership Committee

SUPREME RULE ON SAFE BERTH WARRANTY

By Keith W. Heard of Lennon, Murphy & Phillips LLC

As a matter of maritime law, the basic safe port/safe berth warranty in charter parties requires that a charterer nominate a port and a berth within the port which the vessel can "reach, use and return from without, in the absence of some abnormal occurrence, being exposed to danger which cannot be avoided by good navigation and seamanship." This language, which I have altered only slightly, comes from a well-known and often-quoted English court case involving the vessel EASTERN CITY, decided in 1958.

In some charters, the basic warranty has been qualified by language which says the charterer will simply exercise due diligence to provide a safe port or safe berth. This "due diligence" warranty may be found, for example, in many oil company charter forms, such as ExxonMobil VOY2005, SHELLTIME 4 and others.

This is essentially a binary situation: either the warranty is qualified by due diligence language or it is not.

However, the U.S. Supreme Court is now being asked to accept the view that what appears to be “two” different warranties is actually just “one.” In the protracted case of the ATHOS I oil spill in the Delaware River, the voyage charterer and two other defendants are asking the Court to rule that the basic safe port/safe berth warranty is actually just a warranty of due diligence, even in the absence of qualifying language to that effect in the governing contract.

On November 26, 2004, the ATHOS I, a tanker owned by the Tsakos Group, was carrying a cargo of Venezuelan crude to be discharged at Paulsboro, New Jersey on the Delaware River when it struck a submerged object that punctured her hull. Resulting in a major oil spill whose clean-up cost over \$143 million. The shipowner obtained reimbursement of a substantial portion of the cleanup costs from the federal government’s Oil Spill Liability Trust Fund.

Thereafter, the shipowner and the U.S. Government pursued claims in federal court in Philadelphia against multiple defendants – i.e., the vessel’s voyage charterer, the asphalt refinery where the crude was to be discharged and a related third corporation (collectively “CARCO”). After some twists and turns in the judicial system, last year the Third

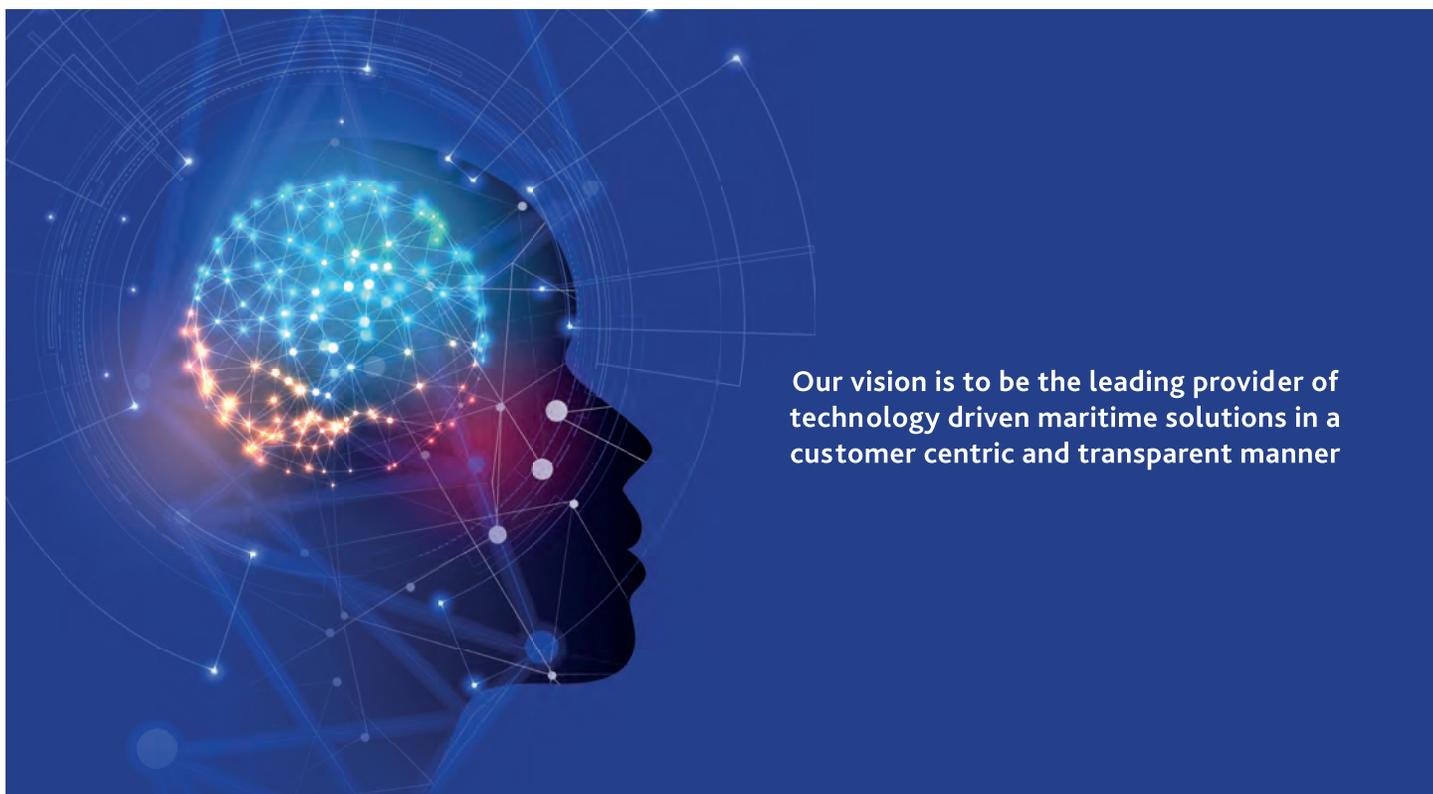
Circuit Court of Appeals affirmed a ruling by the District Court that the defendants were liable to the shipowner and the federal government on the basis of the safe berth warranty in the voyage charter.

Here is how that happened. At the time of the spill, the ship was operating in the Star Tankers pool under a time charter that had a due diligence safe berth warranty and required arbitration of disputes in London. The pool voyage chartered the ship to CITGO Asphalt Refining Company on an ASBATANKVOY form which had a traditional safe berth warranty without due diligence language. The voyage charter provided that “[t]he vessel shall load and discharge at any safe place or wharf, or alongside vessels or lighters reachable on her arrival, which shall be designated and procured by the Charterer, provided the Vessel can proceed thereto, lie at, and depart therefrom always safely afloat, any lighterage being at the expense, risk and peril of the Charterer.” This was a traditional safe berth warranty without due diligence language.

Rather than arbitrate with the time charterer in London, the shipowner elected to pursue the three CARCO defendants in federal court in Philadelphia, arguing it was a third-party



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beneficiary of the safe berth warranty in the voyage charter. The shipowner argued further that the defendants breached the warranty by failing to provide a discharging berth the vessel could reach without being exposed to danger. In this case, the danger turned out to be an abandoned anchor, possibly from a past dredging operation, that was located on the riverbed about 900 feet from the berth.

The Court of Appeals concluded that the shipowner was entitled to rely on the voyage charter's safe berth warranty as a third-party beneficiary. Thereafter, the District Court concluded that (a) the defendants breached the warranty and (b) this breach caused the damage to the ship and the resulting oil spill. When the case returned to the Court of Appeals for the second time, the Third Circuit affirmed the District Court's ruling, prompting the CARCO defendants to petition for review by the Supreme Court and that petition was granted.

The question presented to the Supreme Court in *CITGO Asphalt Refining Company, et al. v. Frescati Shipping Company, Ltd. et al.*, Docket no. 18-565, is "Whether under federal maritime law a safe berth clause in a voyage charter contract is a guarantee of a ship's safety, as the Third Circuit below and the Second Circuit have held, or a duty of due diligence, as the Fifth Circuit has held."

The Supreme Court's interest in the case lies at least in part in its desire to resolve what is known as a "split in the circuits," which occurs when different Circuit Courts of Appeal disagree on how an issue should be resolved. The Second Circuit, which sits in New York and exercises jurisdiction over federal District Courts in New York, Connecticut and Vermont, has ruled in the past that the traditional safe berth warranty is not one of due diligence. With its ruling in the *ATHOS I*, the Third Circuit agreed with the Second. However, in 1990, in the case of *Orduna S.A. v. Zen-Noh Grain Corp.*, 913 F.2d 1149 (5th Cir. 1990), the Fifth Circuit Court of Appeals in New Orleans held that, even where a charterer's obligation to provide a safe berth is not qualified or reduced by the language of due diligence, that is nevertheless the measure of the charterer's liability. This is, of course, at odds with industry practice and understanding, as a result of which the *Orduna* decision has come in for its share of criticism.

The terminal and voyage charter interests in the *ATHOS I* – i.e., the CARCO defendants – are contending that the rule in the *Orduna* should be the rule for the nation as a

whole whereas the shipowner will be urging the Court to accept that the traditional rule espoused by the Second and Third Circuits is correct. In support of their position, the terminal and voyage charter interests are arguing to the Supreme Court that the traditional safe port/safe berth warranty "imposes strict liability on charterers for all damages arising out of a vessel's entry, use, or exit from a designated berth." One can question the accuracy of that, however, since the charterer is not liable if the damages result from the vessel's failure to exercise "good navigation and seamanship." In addition, in cases where arbitrators conclude, for example, that both the vessel and the charterer were at fault, liability (and therefore damages) are usually divided between the parties in accordance with their comparative degrees of fault.

The CARCO defendants have also argued that the Third Circuit's ruling is contrary to the Supreme Court's decision in the case of *Atkins v. Fibre Disintegrating Co.*, 85 U.S. (18 Wall.) 272 (1874), and that "strict liability is unwarranted and detrimental to maritime commerce."

The shipowner, on the other hand, has argued the issue is largely a matter of contractual agreement and that, if a charterer is only willing to provide a due diligence warranty, it can negotiate for that in the charter party. Owner also pointed out that many standard form industry charters – e.g., EXXONMOBILVOY2005, SHELLVOY 6 and BP VOY 4 – have due diligence language rather than the traditional unqualified safe berth warranty. With respect to the law, the shipowner pointed out that the Third Circuit's ruling is "[c]onsistent with 130 years of precedent from th[e] Supreme] Court and more than 80 years of case law from the Second Circuit." By contrast, the shipowner has argued that the Fifth Circuit's holding in the *Orduna* case is incorrect, which is what some commentators have said.

Several industry groups have lined up on either side of the case. The American Fuels & Petro-chemical Manufacturers Association, the International Liquid Terminals Association and the North American Export Grain Association have filed briefs amicus curiae in support of CARCO's position and it is understood that INTER-TANKO and BIMCO may file amicus briefs in support of the shipowner's position. Oral argument before the Supreme Court is scheduled for November 5th. Thereafter, it will be some months before the Court issues its decision, which will be of interest to all of us who follow developments in maritime law and to those in the industry who charter ships on a regular basis.

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.

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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 B: Boarding Agent

GAC North America employs more than 150 experts at its 20 branches across the United States. We deliver a wide range of integrated shipping and logistics services to the shipping and oil & gas industries, whilst also serving specialized sectors like marine leisure, sports and events, automotive and aviation. The highest standards of customer service, operational excellence and delivery are central to everything we do.

We are now recruiting a Boarding Agent to be based at our New York/New Jersey office (located in Iselin NJ). The key responsibilities are:

- Booking vessels in and out of port with all relevant vendors and principals
- Capturing accurate costs incurred during port calls
- Visiting vessels alongside on arrival and departure as well as handling any local requirements the vessel and /or principals may require.

- Maintaining good relations with customers, government authorities and stakeholders
- Marine experience is desired but not essential as all training will be provided.

The ideal candidate will possess:

- Strong communication and organizational skills
- Be able to multitask, prioritize and produce / maintain accurate documents.
- Knowledgeable in Microsoft office products (Outlook/ Excel/ Word)
- Have a good understanding and appreciation of a proactive safety culture
- A full driving license and car are also required; we provide an auto allowance.

We offer a competitive salary based on experience as well as a company sponsored 401k, and medical/dental plan. The position is an exempt position.

Qualifications:

Education: At least High School Diploma

Physical or environmental demands: Extended Hours. Some nights and weekends.

Local travel.

Able to safely board vessels. (Must be able to climb stairs/ ladders – sometimes at steep angles.)

Must possess or be able to obtain a TWIC (Transportation Worker Identification Card)

US Citizens or Permanent Legal Residents need only apply.

Upon completion of training, you will join the duty roster which consists of evening and weekend work as we are available 24/7 for our customers.

Note: If you apply for this vacancy and do not hear from us within two weeks, please consider that you have not been shortlisted for the role. Send resumes to: hr.usa@gac.com and include CMA Job Mart in your subject line.

(HW09-19)

Position C: Tanker Operations

Position Summary

Shore-side position to assist and manage all aspects of chemical and CPP commercial operations of tanker vessels for a company based in Southport, Connecticut. The position has excellent growth potential and benefits.

Main Responsibilities

Ensure Voyage Charter party compliance, plan and manage all voyage aspects and requirements including cargo stowage, cargo orders, port calls, port agents, fuel purchases, disbursement accounts, freight invoicing, demurrage claims, liaise with vessel masters, ship brokers and charterers, monitor vessel speed and fuel consumption.

Experience: Minimum: 2-3 years' experience aboard ship or in shoreside commercial operations of a shipping company. The candidate must have good computer and writing skills.

Interested candidates should email their resume with cover letter to DCarroll@MTMaritime.com.

(HW09-19)

UP COMING EVENTS

SAVE THE DATES

SEPTEMBER 2019

Thursday, September 26, 2019

CMA Monthly Speaker Lunch

2030/2050 Decarbonization

Speaker: **Vesa Koivumaa,**

**Director of Marine Business Development for Americas,
Wärtsilä**

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Members: \$50 per person / Non-Members: \$60 per person

OCTOBER 2019

Thursday, October 24, 2019

CMA Speaker & Topic TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

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

Members: \$50 per person / Non-Members: \$60 per person

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