

UP COMING EVENTS

SAVE THE DATES

AUGUST 2020

ENJOY THE REST OF THE SUMMER WITH FAMILY AND FRIENDS AND WE WILL RECONVENE WITH EVENTS IN SEPTEMBER (FALL GOLF OUTING) AND HOPE FOR BETTER TIMES! BE WELL AND STAY SAFE!!



For Reservations for all CMA Events please call Lorraine at +1.203.406.0109 Ext 3717, or email LParsons@marinemoney.com

PRESIDENT'S NOTES

Sometimes you pick up some clichéd sayings and discover that they are with reason. A commonly used one that a co-worker often quoted during my broking days was 'Expect the Unexpected.' I think that could be the theme for 2020 as every day we are faced with not only the unexpected but the unprecedented.

Before we get into the CMA business part of this note, I would like to remind everyone again that this industry is still experiencing a major crisis involving seafarers and getting those with overdue contracts, home. Do what you can. Be an advocate. Point it out to colleagues, management, investors, and friends, whoever will listen that there is a real plight going on. It's just not in front of us all day long. Any part that you can do will only help.

As announced earlier in July, we are pleased to say that the CMA trade show will go on and will be 100 percent virtual.

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• CMA INFORMATION •

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**THE CMA HOME PAGE ADDRESS IS
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This will be part of the North American Shipping Week, taking place 12-16 October. We are excited to partner with SHIPPINGInsight, the Fleet Optimization and Innovation Platform to bring you an even broader scope of topics all covered in one week. As events have dictated and in order to attempt to bring to you a live show, we are already planning our 2021 trade show for next October as well. While this is a deviation from the normal March/April time frame you have all been accustomed to for over 35 years, we hope that you all understand that by announcing a show now for next October, it gives us the best chance to have an in-person program. We hope that sometime in the future we revert back to our normal slot. But for now, that will be October 2021.

On a good note, we hope to have an updated website and membership platform up and running soon. The website will continue to provide information about events, contain the newsletter and job board, in a more eye appealing layout. It will also have link to our updated membership portal. That portal will allow for a better membership experience and hopefully allow us to bring you, the community, better and more relevant content and events.

Keep in mind – membership is \$100 per year. This is one of the lowest price points in the industry. We hope that you continue to support the CMA and have friends and colleagues join as well. This will help us ‘keep the lights on’ as we navigate our way through this period.

Thank you and we hope you all continue to be safe and healthy.

CL Aversano

FROM THE EDITOR

Good day ---

Highlights this month:

- The United States Coast Guard celebrated its 230th birthday.
- COVID-19 continued to destroy global oil demand with consequential impact on tanker trades.
- The Tropical Storm that brought down trees and powerlines in Connecticut added another challenge to working remotely including uncertainty over electricity and internet connections.

CMA WEBSITE UPDATE

- Sea stories – I have suggested you submit some. Call this a trial.
- War Stories - Fixing ships. The ammonium nitrate story.

The most common comment these days that I hear from shipping people is “What is next?”

There are optimists: Martin Stopford’s suggested (TradeWinds May 1, 2020) that our COVID sensitized society will rush to replace today’s fleet of carbon emitters with a resulting massive number of newbuilding orders for more environmentally friendly ships. McKinsey’s Global Institute’s report of August 7 introduces similar questions.

However, I suggest we have been so driven by near term events and developments over the last five plus years that maybe we missed some macro-economic warning signs. For example: As we greeted 2020 we had just started to recognize that globalization 2.0, which created our golden years, was evolving. A case could be made that globalization 3.0 had arrived and itself was already struggling with its cousin 4.0 (FORBES noted this before most people). The effects of Trump’s tariffs and trade wars made news but shipping remained optimistic. Enter COVID-19. All this in a little more than a year. What is next?

In the June 2019 edition of our newsletter I shared two observations about trade trends that were, or would soon, represent critical changes that would be felt by global trade and marine transportation providers.

- The first issue was about changes in trade itself and the concept of labor-cost arbitrage (a 20th Century version of 18th Century Mercantilism - i.e. sourcing materials in low-wage countries to be manufactured in higher wage countries). Today access to skilled labor or nearby natural resources, proximity to consumers and the quality of infrastructure increasingly determine where goods are manufactured and distributed.
- The second issue spoke of growth in regional trade and less long haul global trade. By 2030 developing countries are projected to ACCOUNT FOR MORE THAN HALF OF ALL GLOBAL CONSUMPTION.

Another quote from last June’s commentary that goes beyond ships, ports and surface transportation infrastructure. “Public debate about trade is often about recapturing the past rather than looking toward the future.” I bring this up because you can expect these issues will be in our newspapers after the November elections.

What do you think?
DBF

Again, just wanted to bring everyone up to date on our current website status – you may have noticed that when you look at www.cmaconnect.com you see a very out of date website now – with updates overdue on many event dates, board members and so much else.

We were about to launch a redesigned website at www.cmashipping.org and then discovered that the on-line membership function didn’t work when it was switched to the new site, so to continue to allow our members to use this part of it we had to revert to www.cmaconnect.com – then of course we found out it was no longer possible to update the old site so have no way of removing some of the current info showing. A perfect storm of unfortunate circumstances!

So, for up to date general CMA info go to www.cmashipping.org and if you wish to access the Membership module to renew or access member directory info continue to use www.cmaconnect.com but be aware that other info you see on this site is out of date.

The development team led by E-Media Chair Cameron Amigo and assisted by Communications Chair, Jess Hurwitz is liaising with Memberclicks to get a new membership portal designed and ready to launch on the new site – hopefully no later than the end of August and then there will be a seamless redirect to the new site.

So please bear with us, apologies for the outdated info you may be seeing at www.cmaconnect.com and do visit www.cmashipping.org for new info except the membership module if you prefer in the interim!

And the show website remains as www.cmashipping2020.com and is not affected by any of the above!

Thank you and be well, Lorraine
Lorraine Parsons, CMA Event Director

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Aman Jayesh Bhalodi, Graduate Student, SUNY Maritime, Bronx, New York

Mr. Connor T. Bradley, Student, California Maritime, Morro Bay, California

Mr. Jim Distler, Director of Food Safety and International Crew Training, Fort Lauderdale, FL

Habtamu Eshete, Student, Hyattsville, Maryland

Mr. David Loosley, Secretary General/CEO, BIMCO, Denmark

Hope we get to meet you soon.

Paul Mazzarulli, Chairman, Membership Committee

ABOUT CMA MEMBER'S BUSINESS

This is our first introduction to our member's employers. We hope this enlarges your view of what and who we are.

Q88

Founded in 2001 – by shipping people for shipping people – Q88 is the leading maritime SaaS technology provider and a preeminent voice shaping the industry. Q88 products and services are synonymous with simplifying the complexities of global maritime transportation and giving organizations of all types a competitive edge in a demanding environment.

Q88 serves more than 80% of the tanker industry and nearly 100% of major chemical carriers worldwide. With industry-leading charterers, owners and operators onboard, Q88's platforms capture real-time industry changes like no other provider can, delivering insights and benefits other providers cannot.

Q88 Products include:

Q88.com: The world's leading tanker information management platform. Save time, collaborate and respond rapidly to information requests.

Q88 VMS: Innovative and intuitive commercial voyage management. A real-world solution for simplifying chartering, operations and management.

Q88 Position List: Real time, collaborative tool for identifying available vessels. Empowering tanker brokers with a more comprehensive view of the market.

Q88 Dry: Reliable and flexible information management for dry bulk. Real-time automated information to maximize fleet utilization.

Milbros: Unmatched cargo risk management platform. Advanced and reliable cargo, cleaning, handling and safety data 24/7.

Through each platform, Q88 builds solutions with productivity and efficiency in mind. We help you focus on mission critical parts of your business instead of on paperwork, manual workflows, regulations and compliance. We help you save time so you can maximize your business impact, promote automation, enhance workflow, ease uncertainty and get more from your relationships, personally and professionally.

Connecting the industry is our mission so relationships are at the center of everything we do. We are all connected by more than the sea. The same challenges and opportunities touch everyone. So, through technology and digital transformation we bring together the expertise and experience of people in all parts of the industry to create solutions. And we leverage these relationships to address the problems that face us all. Deriving human value from our digital connections – it's a way of doing business we call Relationshiping™. And it's what separates Q88 from every other provider.

To learn more, visit

www.q88.com

www.relationshiping.com



VIRTUAL EVENT



October 14 - 16, 2020

Virtual Exhibition & Conference

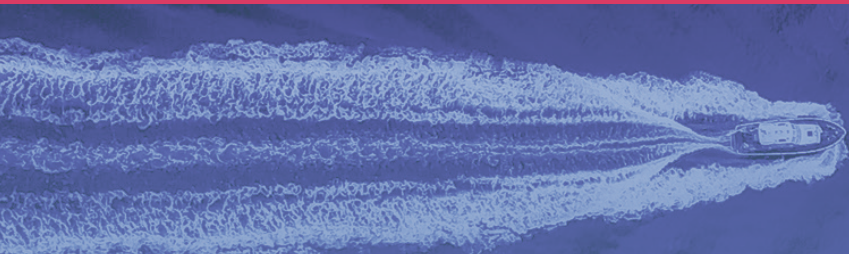
CMA SHIPPING GOES VIRTUAL

Connecting the North American Shipping Community Worldwide

Log into the first ever North American Shipping Week, navigate the virtual booths, join live and on-demand sessions and toast our new Commodore!



WWW.CMASHIPPING2020.COM



NORTH AMERICAN SHIPPING WEEK GOES GLOBAL

CONNECTICUT MARITIME ASSOCIATION'S CMA SHIPPING 2020 CONFERENCE AND EXHIBITION AND SHIPPINGINSIGHT MOVE TO A FULLY VIRTUAL EVENT

Dear CMA Members:

North American Shipping Week Goes Global

Connecticut Maritime Association's CMA Shipping 2020 Conference and Exhibition and SHIPPINGInsight move to a fully virtual event

Wednesday, July 29, 2020 - Stamford, Connecticut – the Connecticut Maritime Association (CMA) has announced today that the CMA Shipping 2020 Conference and Exhibition will be delivered as an entirely virtual event.

"In light of health and safety recommendations and keeping our community, both here and abroad in mind, CMA Shipping 2020 will be delivered as a 100 percent virtual event," stated Chris Aversano, President of the CMA. "As always, we plan to deliver a robust schedule filled with great speakers, panels, a virtual exhibition space, and plenty of opportunities for attendees to interact one-on-one. We're extremely excited about this innovative solution that balances delivering great content with safety."

"As previously announced, our show partnered with SHIPPINGInsight to produce the first ever North American Shipping Week," said Aversano. "This totally virtual event will be held October 12th -16th."

The North American Shipping Week will start with SHIPPINGInsight 20/20 - A Vision for the Decade on Monday, October 12th, and conclude on Wednesday October 14th. The CMA Shipping Conference and Exhibition will commence on Wednesday, October 14th, and conclude Friday, October 16th.

Aversano added, "The 35th CMA Shipping Conference will be an historic event for the Connecticut Maritime Association - our first global digital conference. We are disappointed not to be able to see our CMA family in person, but as our focus is on the community, we do not want to put any of our community members at risk."

Speaking on the changes to the 2020 event, Aversano also confirmed that next year's CMA Shipping Conference and Exhibition will take place in October 2021, and that delegates, attendees, sponsors and exhibitors, who have already paid, will have access to the 2020 event, and the 2021 event. He concluded, "Those who have confirmed but have outstanding payments, will have until the end of August 2020 to confirm this offer."

Chris Clarke, Head of Production for the CMA Shipping Conference and Exhibition, said, "We've worked with the Connecticut Maritime Association to create an ingenious programme ensuring that all participants can take full advantage of this solution and we're excited to bring together maritime professionals in this new digital format to learn, connect and network together."

About the CMA

The Connecticut Maritime Association is a non-profit organization built by its members for its members. The Association made of individuals representing every aspect of shipping and international trade. The CMA Education Foundation is one of the largest providers of scholarships, academic prizes and internship support in the USA. For more information, please visit www.cmashipping.org

About CMA Shipping Conference and Exhibition

For the past 35 years the Connecticut Maritime Association has convened a trade show and conference in Stamford, Connecticut that has dealt with the commanding issues of the day, provided a dynamic commercial market place for products and services and brought together the international leaders of the shipping industry to seriously address opportunities and challenges from environmental regulations to major commercial developments. Proceeds from the Show support the CMA Education Foundation. For more information, please visit www.cmashipping2020.com

About SHIPPINGInsight

Originally established in 2012, SHIPPINGInsight has grown steadily each year. Focusing on fleet optimization and innovation, the event provides a forum for shipowners and solution providers to exchange ideas and discuss challenges in facing the transformation of the industry. More than 300 delegates from 19 countries attended the 2019 event, including 76 shipping company executives. For more information, please visit www.shippinginsight.com.

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CMA EDUCATION FOUNDATION

A 501(c)(3) Tax Exempt Charity

CMA Work from Home Photo Contest:

As the winner of the Contest, Joe Gross, d'Amico Shipping USA donated his prize allowing 2 students who won CMAEF Scholarships this summer to be CMA Members.

SUNY Maritime graduate students Aman Bhalodi and Habtamu Eshete are now CMA members.

Thank you, Joe Gross, for your continued support of the CMA Education Foundation and our scholars!

Hosting an Intern anytime during the year?

Internship stipends are available to students ALL YEAR ROUND working at domestic, maritime companies that are interested in pursuing a career in the maritime industry.

Make sure you have a current CMA member at your company to be eligible for your interns!

All companies that participate get their company logo on our website, posted on social media, and featured in the Annual Report.

Internship Application Information & Form:

<http://www.cma-edu.org/internships/>

www.cma-edu.org/donate/

For additional information, please contact:

Christeen Bernard Dür, Christeen@cma-edu.org

SEA YOUR FUTURE

To foster future maritime professionals by promoting and supporting maritime related education.

SEA-STORIES AND OTHER MEMORIES

Don Frost

The uncertainty of electricity supply after Tropical Storm ISAIAS visited Connecticut reminded me of last month's comment by Chris Aversano's comparing uncertainty of our professional lives during COVID-19 to that the U.S. felt during the Cuban Missile Crisis.

Chris, and Joe Gross before him, often mentioned the seafarers and how invisible they are yet are exposed to uncertainties of all kinds. Rather than compare them I got to thinking where I was during the Cuban Missile Crisis.

I was Third Mate aboard an American President Lines C-3 general cargo ship returning to the United States in ballast from India with stops in Libya and Spain. We cleared Gibraltar west bound and got orders to Tampa for our next cargo. In those days our only source of news was via short wave radio. We knew the U.S. Navy was blockading Cuba but we weren't going to Cuba so the ship's routine gave little thought to the world outside our vessel.

We were heading to cut through the Bahamas via the "Hole in the Wall" (a.k.a. the Providence Channel) that would bring us to Florida just north of Miami. It was the night before we entered the channel. As I took over the 8-12 watch the night sky shown every star clearly. The temperature was very comfortable after months in the Red Sea and Indian Ocean. A brisk breeze from the west and our speed into it drowned out the sound of the sea. No moon. By 2200 (10 PM) it was very dark.

And then the entire sea was instantly flooded with an intense white light. Seconds later I sensed (I could not actually see anything) something a mile or so behind the ship to the North and about 350 ft over the bridge wing. Not a sound other than the wind.

Before I could call the Captain, the aircraft put on its navigation lights. It was a US Navy anti-submarine surveillance patrol plane (P2V-7) which has a 200,000 candle power search light to spot surfaced submarines. I assumed it read the name of our ship from the stern because it disap-

peared almost as quickly as it appeared. But was this just the beginning.

As we approached the channel the following evening the horizon was filled with flashing signal lights from what must have been a half dozen US Navy destroyers all asking via signal light (before bridge to bridge radio communications) asking "What ship. Where bound". Again, and again and again. My Coast Guard license required me to have some capability with signal lights but I was far slower than USN signalmen.

The radioman, second mate and captain had more than enough to entertain them during the night. The following morning, we steamed south close to the coast of Florida to avoid the Gulf Stream as it made its way north across the Atlantic. I took my coffee to the starboard wing to enjoy the scenery. By about 0900 (9 AM) the Navy got me again. A Navy Crusader (F8U) fighter-bomber buzzed us and made a run over our starboard bridge wing. The pilot kicked in its after-burner just as he passed us. The sound and vibrations were frightening.

We got to Tampa that evening, but we were not finished with airplanes. The US response to the Russians over Cuba was headquartered at MacDill Air Force Base south of Tampa. Many more jets.

So. Have you a sea story you would like to share with CMA? I have also found that stories about ports and stevedores around the world make for good entertainment. I have a lot of them but they are best told over a beer.

WAR STORIES – FIXING SHIPS

By Don Frost

Having worked for one of the largest fertilizer materials firm, I got a lot of questions after the explosion in Beirut of 2,750 tons of ammonium nitrate in early August. Its name defines it as a source of nitrogen. Nitrogen is the third and perhaps the most vital of the three chemicals that farm land requires as nutrients of the soil. The other two – phosphorous and potassium – are not dangerous.

EMPLOYMENT HUB

In the US the most common form of nitrogen comes from urea and ammonia. Both of them are derived from steam reforming natural gas of which North America has adequate supplies. Before fracking there have been winters when demand for natural gas for home heating was great enough to raise the price of urea to the point that the US imported urea, and sometimes ammonium nitrate.

It was such a year that found my ship owner employer being offered a cargo of ammonium nitrate from Holland to New Orleans. Most ship owners ignored the cargo probably because the US Coast Guard and the National Cargo Bureau were instituting stowage rules and warnings about the material's characteristics. Initially the charterer's notional freight rate wasn't particularly attractive and if we took the cargo our ship would have been open in the Gulf during a holiday period when most cargoes are not moving.

The fertilizer season in North America precedes planting so most owners did not realize there was a fairly narrow shipping window. So, most of you will guess our mind was changed when the freight rate ideas rose and rose again. So, we did it. Our ship had just the number of holds to stow all the cargo and leave the after hold empty so as to keep the heat from the engine room bulkhead away from the cargo. We loaded 27,500 MT!

When the Coast Guard was informed the ship would arrive Christmas Day they wanted us to slow down. They did not want to have this cargo hanging around. However, when reminded that there would be almost no traffic on the Mississippi at that time, it was reasoned that might be the safest time to be there. The Coast Guard was very helpful. It turned out that the receiver of the cargo needed it soonest and was willing to pay for stevedoring during the holidays. Our ship got in, discharged and shifted to an anchorage where we could prepare the holds for a grain cargo. We were grain ready early in the New Year. SMILE!

The CMA Employment Hub is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$300.

Candidates seeking employment must be a CMA member at a rate of \$100 per year or \$40 per year for students.

To become part of the Employment Hub please call (203) 406-0109 ext. 3717 or email: LParsons@marinemoney.com

The latest Employment Hub is always accessible on the CMA website at: <https://cmashipping.org/>

AVAILABLE POSITIONS

Position A – Commercial and Insurance Risk Manager

Needed: Commercial and Insurance Risk Manager

Guardian Navigation Services Inc. is a privately owned international maritime company located in New York. We are seeking a Commercial and Insurance Risk Manager. The ideal candidate will be a maritime claims/risk/insurance professional with a background in Admiralty and Commercial law along with some operations or commercial experience.

Responsibilities will include:

- Assist the Commercial team with C/P negotiations to avoid claims and disputes
- Investigate, assess, negotiate and resolve claims
- Placement of all insurance
- Provide direction and support to the office and shipboard staff on risk mitigation and claims related matters
- Develop and manage relationships with underwriters and P&I clubs to ensure effective management of claims

Desired skills and qualifications:

- Excellent knowledge of NYPE and Gencon C/P's
- Experience managing P&I, H&M and contractual claims
- 10+ years of related industry experience
- Excellent knowledge of USA & International regulations and legal environment
- Must be a flexible, hardworking, team oriented, problem solver

Company offers competitive salary and benefits. International qualified applicants living between London and Singapore, preferred, ideally from Greece, Turkey or India.

All qualified candidates please send your resume to "Recruiting@gnav.com" For more information about our Company please visit www.gnav.com.

++No Recruiters / Direct Hire Only++

(P08-20)

Position B – Experienced Tanker Operator

Immediate and rare opening for an Experienced Tanker Operator for a very active Tanker Brokerage Shop based in Florida.

Our preferences

- 3 plus years' experience in Tanker Operations in Clean and Dirty trade

- Knowledge of charter party terms and conditions
- Start to Hoses off operations where the file is passed to the Claims group
- Be a problem solver where you are proactive to recognize issues before they happen
- Maritime Academy Grad preferred

For you,

- Work in a team atmosphere with the best operations staff in the country.
- Generous starting salary and bonus
- 100% medical coverage
- Profit Sharing
- Relaxed casual office atmosphere while always maintaining a professional presence
- Must be authorized to work in the USA without any sponsorship

Confidential applicants will be treated accordingly

Apply to: oilbizz@hotmail.com

(P08-20)

AVAILABLE TALENT

Candidate 2: Chief of Staff; worldwide

Are you a CEO in need of a trusted advisor—someone who can complete your administrative tasks and manage senior personnel and projects?

Building internal and external relationships that produce new business, improving operations, strategizing, and helping organizations achieve their goals, have been hallmarks of my career in the maritime industry.

I am a MBA, an attorney and a successful entrepreneur. As such, I bring a number of skills – finance, operations management, marketing, client relations, IT and legal – and have applied this background both domestically and internationally.

I am a personable, detail-oriented, diligent professional who has consistently demonstrated advanced analytical, problem-solving, organizational and leadership abilities in every aspect of my career.

I have been fortunate in my career to run a very successful private practice, and to have served as a partner in several premier law firms. However, while I have enjoyed being an outside advisor to many different companies, I am at a point in my career where I would like to be an inside member of a business-leadership team dedicated to building one organization. I have also climbed my mountains in law, and want to focus on the business operations/management side of my experience.

If you feel that you could use a proven executive who can be your key aide, handle a myriad of administrative and operations /management chores, and who can free you up to focus on achieving your business goals, then let's talk, because I can do that for you, and more.

Jpger80@gmail.com

(S07-20)

Candidate 1: Entry Level Maritime Operations/Chartering Employment in the Northeast Mid-Atlantic Region

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

Fort Schuyler January 2020 Graduate

Marine Transportation, Bachelor of Science and Unlimited Deck License

- Marine Cargo Operations
- Transportation Systems
- Business of Shipping
- Maritime Security
- International Safety Management

Certifications:

- 3rd Mate Oceans Unlimited
- Vessel Security Officer
- Merchant Mariner Credential
- CargoMax software
- GMDSS Radio Operator's License (FCC)
- Assistant Tankerman

Internship:

American Protection and Indemnity Club, Shipowners Claims Bureau

- Ensure vessel certification for environmental and safety regulations
 - P&I Certificate of Entry, FD&D Certificate of Entry, Confirmation of Entry
 - Blue Card 92, MLC 2.5.2, MLC 4.2, Bunker Blue Card
- Confirm vessel risk premiums and rates are current
- Risk Clause amendments: Fixed and Floating Objects, Crew Fees, Stowaway

Norden/Norient

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

Experience:

- First Class Cadet Watch Officer 2019 - TS Empire State VI, 2017-2019
- Two Bar Rank
- Safety and Supply Officer
- Training - Second/Third Class Cadets
- Ensured navigation and vessel operations were in compliance with US Coast Guard regulations
- Trained Second/Third Class cadets in terrestrial navigation, celestial navigation, and safety management

Research:

- Off Shore Windmill Energy
- Autonomous Shipping
- Green Passport

Letters of Recommendation Available

Contact: Brendan Pezzulo

Phone: 973-229-0373

Email: bpezzulo1@gmail.com

(S06-20)

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

Experienced NYC metro area shipping industry executive is seeking a new management role directing technology, transformation, innovation, automation, etc. in the maritime industry. I have worked with over 100+ ship owners globally over the last 15 years and am well known and very visible in the industry. Let me help your company become more competitive, develop strategy, save money, gain traction, raise new capital, identify new revenue streams, and be better prepared for the massive changes affecting shipping today and coming in the near future. Let's start discussing and executing your plans for artificial intelligence (AI), digital token strategies, cryptoassets, blockchain, automation, IoT, cybersecurity, analytics, machine learning, platforms/ecosystems, and other emerging trends. Ready to discover new ways to model your business, increase efficiencies, and connect with others in the global supply chain? Let's discuss your future plans today and see how I can help get you on the road to the future before it is too late...

E-Mail: transformation@dx9.io

(S19-07)