



# NEWSLETTER

APRIL 2021

100 First Stamford Place, 6th Floor • Stamford, Connecticut • 06902

## UP COMING EVENTS

### SAVE THE DATE

**APRIL 2021**

**Date TBD**

**10:00 AM EST**

**A CMA Webinar on a topical subject – details to be announced soon**

**Thursday, April 29, 2021  
CMA Annual Meeting**

**Voting for Board Elections and State of the CMA address by email – open to all CMA Members in good standing**

**MAY 2021**

**Monday Afternoon, May 17, 2021  
CMA Spring Golf Outing**

**Sterling Farms, Stamford, CT  
1349 Newfield Avenue, Stamford, CT 06905**

**12 Noon-8 PM**

Like our rescheduled Fall Outing, with a smaller group than in regular times and following city and state COVID-19 rules on social distancing and mask wearing.

**SOLD OUT FOR GOLF –  
HOLE SPONSORSHIPS STILL AVAILABLE**

**See page 4 for more information**

**Email Lorraine at [LParsons@marinemoney.com](mailto:LParsons@marinemoney.com) for more details/reservations for any event.**

## PRESIDENT'S NOTES

With the grounding of the Ever Given and the subsequent closure of the Suez Canal, shipping was once again front and center of the normal news cycle. What is striking, and even with experts on air and talking, there are instances of the ship being designated by the segment host as a tanker. Really? Anyway, it goes to show how little people know about how this industry works. I suppose that it can be said for many other industries as well. If there is a silver lining, that would be that the past year has really given the public a view into just how much international seaborne trade impacts every aspect of the economy and daily life.

It's April, which means time for our Annual General Meeting. For the second year in a row, we will be voting and holding this meeting virtually. Full details in this newsletter. We have a great slate that has been nominated by our nominating committee, headed by Lorraine Parsons our current Education Chair. Before I mention the incoming slate, I want to recognize two departing board members.

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# CMA INFORMATION

## OFFICERS

### PRESIDENT

Chris Aversano  
Q88 LLC

### VICE PRESIDENT

Sandi Ennor  
Transparensa Fuels, LLC

### SECRETARY

Marina Critides  
Navios Maritime Holdings

### TREASURER

Ann Feltch  
Dorian LPG

## GOVERNORS & COMMITTEE CHAIRS

### MEMBERSHIP

Paul Mazzarulli  
The Baltic Exchange

### COMMUNICATION

Jess Hurwitz  
dX9 Global

### SOCIAL

Joyce Wang  
Eagle Shipping

### PLANNING & ADMIN

Patrick Bähr  
UPT United Product Tankers

### EDUCATION

Lorraine Parsons  
Marine Money

### E-MEDIA

Cameron Amigo  
SPI Marine

### CMA AMBASSADOR (ASIA)

Larry Liu  
Charles R. Weber Company

THE CMA HOME PAGE ADDRESS IS  
[www.cmashipping.org](http://www.cmashipping.org)

## LETTERS TO THE EDITOR & NEWSLETTER

Donald B. Frost

P: (203) 406-0109 Ext 3718

Email: dbfrost@optonline.net

## EMPLOYMENT HUB AND EVENTS:

Lorraine Parsons, IMS

P: (203) 406-0109 Ext 3717

Email: LParsons@marinemoney.com

## MEMBERSHIP LIAISON

Kim Edwards

P: (203) 548-7444

F: (866) 548-7720

Email: membership@cmashipping.org

Firstly, Marina Critides who has served for 4 years as our Secretary. Marina did a great job on keeping meticulous notes of each board meeting and being a great CMA ambassador. Second, Jess Hurwitz leaves us after being on the board for 4 years as Communications Chair. Jess, no stranger to hard work, was not only instrumental in getting some great speakers for lunches, but for bringing the CMA into the 21st century with our new Membership Portal, Memberclicks. We will miss them both and appreciate all that they have done for the CMA. Thank them the next time you see them!

The nominating committee has proposed the following slate: For the position of Secretary, Antonia Lycouris of Fairfield Chemical Carriers will be taking over for Marina Critides. For the position of Communications Chair our current Membership Chair Paul Mazzarulli will switch to the vacating Communications Chair. To fill the open Membership Chair, the nominated candidate is Joe Gaudiano of Penfield Marine. The bios for Antonia and Joe have been previously distributed to the memberships.

Lots happening with the CMA. We are finalizing dates for our first webinar. We hope to hold one this month on the topic of the Sea Cargo Charter, one of the many ESG initiatives that the industry is undertaking. Our golf outing, planned for 17 May, is sold out. I would like to think that we will be bringing you more good news in terms of live and in-person events, be it a summer picnic, monthly lunches, and the trade show. Needless to say, the situation is fluid but we can hope that at some point this year we can resume in-person events.

Stay safe,  
Chris Aversano

## FROM THE EDITOR

Welcome to Spring. The EVER GIVEN was freed and the Suez Canal is operational again. A NY TIMES article on our business caught my eye. "Why Cargo Ships Grew So Big Despite the Risks They Pose". My mind turned to a paper written by an early CMA member in the 1990s. "When Ships Get Too Big for their Ditches". Bless you Bill Gray.

We have learned that the global fleet of container ships includes 133 ships with capacities of 18,000-24,000 Twenty Foot Equivalent Units (TEUs) with another 53 on order. By the way you may have noticed that the EVER GIVEN

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Nigel Moore

[njmoore@aspships.com](mailto:njmoore@aspships.com)



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broadside view showed the vessel was loaded with containers of different sizes. She had some boxes longer than 20 feet making her load about 18,000 vs 20,000 TEU's. If she had been destined for the United States, she would have had 10,000 40 footboxes on board.

Many of the facts presented in the NY TIMES article are familiar to us in the marine transportation industry. One statement seems worthy of review now that the Biden Administration has proposed an infrastructure investment program that includes ports. Quoting from the TIMES "The growth in ship size has come at a cost. It has effectively pitted port against port, canal against canal." For example, Panama Canal built a third lane in 2016 at a cost of more than \$5 billion. The Port of New York and New Jersey spent in excess of \$1.7 billion to raise the Bayonne Bridge to allow the mammoth ships to travel Kill Van Kull and Newark Bay.

As we know the shift to bigger ships coincided with and contributed to shipping industry consolidation that has both limited competition among shipping giants and made the world more vulnerable to supply disruptions. Also, as ships grow in size there are fewer ports they can serve or canals they can transit.

What drove this growth? Globalization is of course the answer, but think back to the reasoning behind globalization of trade and transportation. I suggest you re-read "The World is Flat" by Thomas L. Friedman (2006). I think you will start to see how today's changes have already altered trade and trading patterns. Friedman's book might be considered Globalization 1.0. Today we are living Globalization 4.0.

We know now that COVID-19 is changing how we live and will continue to change how we buy things. Decarbonization and ESG too are already game changers in trade and transportation. With all these agents of change about to happen at the same time, what will our NEW NORMAL look like? We would like to hear from you.

Don Frost

## MEMBERSHIP NOTES

We are pleased to introduce some new members.

Mr. Ajit Gangadharan, Vice President and Marine Director, Total Lubricants USA Inc., Linden, New Jersey

Mr. Robert Hill, Institute of Chartered Shipbrokers, Interim Director, London, United Kingdom

Mr. Christian Jones, Quonset Development Corporation, Project Manager, Special Ports Projects, North Kingstown, Rhode Island

Mr. Ryan McKeon, Military Sealift Command, Second Officer Navigator, Green Cove Springs, Florida

Mr. Wade Mendoune, SUNY Maritime College, Operations, Throggs Neck, New York

Mr. Bogdan Zelenski, Alpha Navigation, Founder, Odessa, Ukraine

Welcome aboard. As vaccinations increase we hope we will meet you in person soon.

*Paul Mazarulli, Chairman, Membership Committee*

# CALLING CMA GOLFERS

## CALLING CMA GOLFERS - CMA SPRING GOLF OUTING.....

Monday afternoon, May 17, 2021  
Sterling Farms Golf Course  
1349 Newfield Avenue, Stamford, CT 06905  
Website: <http://www.sterlingfarmsgc.com>

Mark this date in your calendar for our CMA Spring Golf Outing – **Monday afternoon, May 17**. After a long, long hibernation, a nice afternoon of golf, on hopefully a lovely day, will be a great reward!

After a successful hosting of our rescheduled Golf Outing last September we are planning for our Spring one, in accordance with all City and State COVID-19 mandates. Like September's it will be a smaller event, waivers signed by the team captains will be required. As COVID vaccines become available, we see light and are happy to be able to hold this in-person event again.

Registration/Lunch commences at Noon  
Shotgun start at 1:15 PM  
Dinner in the tent directly following the afternoon of golf at around 6:00 PM.

We will stay with the "Simple Scramble" format. This means it is in essence a team event, but be assured that, as always, we will have plenty of prizes to give out at the end of the day.

The First Place Team will be presented with the "Graydon Michael Webster Cup".  
Our 2020 Champions from **Moran Towing** (led by Henry Rich) will return to defend their crown!

**We are now sold out for golfers and operating a wait list. Opportunities for Hole Sponsorships remain available.**

The current outing is limited to and sold out for a total of 84 players, 21 foursomes, so starting all but three holes with one foursome.

The golf carts at Sterling Farms are now operating on double occupancy, rather than solo use.

Face masks must be worn in the parking lot, while getting food and drink, if getting something from the snack bar or beverage cart or anywhere where you cannot maintain 6ft social distancing. You can take off your mask on the golf course (maintaining 6ft distance), driving range and of course while you are eating lunch and dinner – there will be extra tables outside and in the tent, to maintain distance, and there will be less people in any case.

Each foursome must have at least one CMA Member in good standing.

### SPONSORSHIP OPPORTUNITIES.....

A great deal of our past success can be attributed to the generous "Hole Sponsorship" of our members. It provides for the great prizes that are presented at the dinner, which are numerous and always so popular.

So come on and sponsor a hole at this year's outing. You will receive a custom-made hole sign, praise at the dinner, an acknowledgement in our newsletter, and of course, the great appreciation of all the golfers and the CMA Board of Directors. Hole sponsorships are priced at \$250 each, and make checks payable to "CMA" and send to our address as follows:

Lorraine Parsons  
Event Director  
Connecticut Maritime Association  
100 First Stamford Place, Suite 600  
Stamford, CT 06902

Call Lorraine at +1.203.832-5569 if you have any questions at all or if you prefer to pay with a credit card (Visa, MasterCard or American Express) or send an email to: [LParsons@marinemoney.com](mailto:LParsons@marinemoney.com)

We look forward to May 17 for another great and welcome afternoon of CMA golf.

Best wishes,  
Lorraine Parsons  
CMA Event Director

**PLEASE MAKE RESPONSIBLE DECISIONS,  
BASED ON YOUR PERSONAL RISK PROFILE,  
ON WHETHER TO EXPOSE YOURSELF TO OTHERS  
AND THE GOLF COURSE – THANK YOU!**



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## **LAST CALL MARITIME STUDENTS!**

**Scholarship Applications Due: Monday, April 12, 2021**

**Awards Ceremony: June 2021**

**Information & Application: [cma-edu.org/programs](http://cma-edu.org/programs)**

The Scholarship Program provides financial support to students who are excelling in maritime studies. Eligible Students:

- Undergraduate & graduate school students at US maritime academies or at colleges & universities that have maritime related degree programs.
- High school students in the US in maritime related programs.
- Professionals who are continuing their education in the US while working in the maritime industry.

Top one-time Scholarship Awards of \$10,000 are paid directly to schools. Each year multiple one-time Scholarship Awards ranging from \$1,500 - \$5,000 are also awarded & made payable directly to the student. All applications are reviewed by the CMA EF Board of Directors. Winners will be based on academic achievement, quality of essay and those who best demonstrate their interest in a career in the maritime industry.

**Applications Include: Form, website/press release form, a short essay, 1 reference letter from a faculty member, a resume & picture.**

**Submit Applications to Christeen at [Christeen@cma-edu.org](mailto:Christeen@cma-edu.org) before Monday, April 12, 2021. Awards will be announced in June 2021.**

**Follow the CMA EF on LinkedIn & on the CMA's Facebook & LinkedIn pages for all updates. Visit [CMA-EDU.ORG](http://CMA-EDU.ORG) for more information & our Annual Reports.**

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## UPDATE ON 2021 ANNUAL MEETING AND ELECTIONS

I can't believe we are repeating this info again a year later, but we are not quite out of this yet!

Due to COVID-19 and urged by the government (Federal, State and local) to remain cautious and to practice social distancing from others, we will not be in a position to hold an in-person Annual General Meeting Luncheon for the election of new CMA Board members. To keep our membership safe and healthy, we will use the same procedure as last year!

The slate of candidates, approved by the Nominating Committee, was emailed last week and is included in this newsletter issue also. The Board recognizes that there are provisions in the By-Laws allowing CMA members to propose additional candidates after notice of the Annual Meeting (Section 4.1(d)) and from the floor of the Annual Meeting (Section 4.1(e)). However, considering that there have been no additional nominations from the CMA membership since the slate was released, and the extraordinary situation that we are in, the CMA Board has agreed to suspend these provisions again this year, in order to keep an already difficult situation as simple and reasonable as possible.

Since there will be no "in person" Annual Meeting, we will be conducting the vote again on-line. Our E-Chair, Cameron Amigo, is setting up a webpage with the slate of candidates that will permit our members to submit their vote. We will be providing the membership with the link to click on, which will bring you directly to the voting page. Voting will take place on April 29, 2021, the day that the Annual Meeting would have been scheduled to take place in-person.

Voting will be open from 0700 hours until 1400 hours New York time on April 29, 2021, because by this time of the day we would normally have conducted the election and have the results. Within the afternoon of April 29, 2021, we will release the results of the election, along with President, Chris Aversano's State of the CMA report to the membership, as required in the By-Laws. We do ask that you take a moment to cast your vote, as a record of the election results is important. According to the By-Laws, the Annual

Meeting requires a quorum be present, "of at least fifty (50) members plus five (5) Governors, two of who shall be Officers", and it is very important that we have at least this number of members participate in the voting process. YOUR VOTE IS IMPORTANT, so please take a moment to participate on April 29th.

Of course, we recognize again that we are presenting the membership with an extraordinary process, necessitated by the extraordinary challenges that we still face as a community. We hope and trust that the membership will understand what has led us to this unusual process again, and we hope that you will take the opportunity to participate and submit your vote this year. We will be sending out reminders to the membership about this voting process including the link to the voting web page periodically during the month of April 2021. We appreciate your understanding and hope to meet in-person again soon.

Lorraine Parsons  
CMA Event Director

## CMA ELECTIONS – THE SLATE

The Nominating Committee formed under Article 4, Section 4.1.a, the Committee, consists of:

Juan Carlos Charris of Monjasa, Andrea Bähr of Overseas Marine Services, Kevin Humphreys of Wärtsilä, Ian Workman of Nautical Supply International (NSI) and is Chaired by Lorraine Parsons of Marine Money and the CMA Board Education Chair.

This year we have to elect three Board Positions, Secretary, Membership Chair and Planning & Administration Chair. The current Membership Chair, Paul Mazzarulli, is moving Committees to fill the Communications Chair and his current Board position becomes open. (The current Communications Chair, Jess Hurwitz has reached his maximum period in the position as per the By-Laws). Marina Critides, the current Board Secretary has reached her maximum period in the position as per the By-Laws. The current Planning & Administration Chair, Patrick Bähr will run again for that position as the incumbent.

The Nominating Committee has proposed and approved the following slate:

<b>Secretary</b>	<b>Antonia Lycouris,</b> <b>Fairfield Chemical Carriers</b>
<b>Membership</b>	<b>Joe Gaudiano,</b> <b>Penfield Marine</b>
<b>Planning &amp; Administration</b>	<b>Patrick Bähr,</b> <b>UPT United Product Tankers (Americas) LLC</b>

A short bio for each candidate follows:

**Antonia Lycouris, Fairfield Chemical Carriers**

In July of 2020 Antonia joined Fairfield Chemical Carriers as an analyst in their Trading Support Group, evaluating pre-fixture charter party terms, voyage data management, and post-fixture review. Prior to this, she worked as an Operations Assistant at Heidmar from November 2019 to June 2020, providing support to the Tanker Operations Manager and facilitated the demurrage team by creating outstanding claim reports. Antonia graduated from George Washington University in 2019 with a degree in Psychology. She also competed as a D1 varsity athlete on the Women's Rowing Team.

**Joe Gaudiano, Penfield Marine**

Joe Gaudiano is a 2009 graduate from the U.S. Merchant Marine Academy. Upon graduation, he sailed on LNG vessels with Exmar Offshore. In 2012 Joe joined Nordic Tankers in Stamford, CT. where he worked in the claims, operations, and chartering departments. During this time Joe also completed the Danish Shipowners School in Denmark. In 2014 Joe joined Penfield Marine LLC in Southport, Ct. in the company's operations department. Since 2014 Joe has helped Penfield grow the ship count from 10 to over 63 vessels. In 2019 Joe graduated from Kelley School of Business with his MBA and concentration in business analytics.

**Patrick Bähr, UPT United Product Tankers (Americas) LLC**

Patrick Bähr has been part of the maritime community since 1995 as a Tanker Owner and Tanker Broker on both sides of the Atlantic. He joined UPT United Product Tankers, a Hamburg based Tanker Pool Manager, in 2002 and is presently heading the US office, which he opened in 2005. He graduated from NYU in 1992 with a degree in Marketing and International Business and earned an MBA in Marketing from Baruch College in 1997.

As in 2020, this year's Annual Meeting update and Board Elections will be conducted via email, with a weblink for voting – we will be in touch by email throughout April in preparation for voting day on Thursday, April 29.

Stay well. Best, Lorraine  
Lorraine Parsons  
CMA Event Director

## SS EL FARO MEMORIAL PROJECT

A public memorial honoring the memory of the crew aboard the vessel when she sank October 1, 2015 is underway in Maine. Beyond honoring the memory of the 33 souls aboard the S.S. EL FARO when she encountered Hurricane Joaquin, EL FARO SALUTE will symbolize the collective compassion that exists in the professional maritime industry.

The effort began over five years ago by the metal sculptor, a Maine Maritime Academy graduate as a marine engineer, wish to have a proper memorial. A large contingent of professional mariners aboard EL FARO were from New England, many from Maine Maritime Academy, and the Chief Engineer from SUNY Maritime.

The memorial is slated for installation along the Rockland (Maine) Harbor Trail. Beyond picturesque Rockland Harbor, it will be seen by shipping traffic to and from Searsport, Maine and further up the Penobscot River.

CMA was contacted by Jay Sawyer, the metal sculptor, to expand fund raising beyond Maine. We have been asked to inform you of the memorial. Donations can be made at Studio JBONE, Warren Maine. Phone 207-273-3948/e-mail [ibjubu@gmail.com](mailto:ibjubu@gmail.com). A back story and other information are available for review at [www.EIFaroSalute.com](http://www.EIFaroSalute.com). As of early March, they had raised almost \$60,000 of the budgeted \$135,000.

# ARBITRATION AND MEDIATION IN THE COMMERCIAL MARINE INSURANCE INDUSTRY

By Richard J Decker, SMA Member and Chair of the SMA Insurance Committee

I believe the global marine insurance business has an opportunity through alternative dispute resolution to improve the product and services it offers to clients and at the same time to become more competitive.

Marine insurance clients and business partners are a vast array of different businesses. They include international vessel owners, port and terminal operators, ship builders and repairers, importers and exporters (which include all the goods that move in trade in the global economy), charterers, charter brokers, tug and barge operators, fishing fleets, merchant seaman, Protection and Indemnity clubs, yacht owners, marinas, salvors, offshore energy companies, admiralty attorneys, marine insurance brokers, and the list could go on.

Many of these businesses have a tradition and history of alternative dispute resolution. For example, arbitration clauses are the rule, not the exception, in charter party agreements, salvage contracts and many other commercial maritime agreements. For commercial market marine insurers, however, providing for alternative dispute resolution in their contracts is the exception and not the rule, and few commercial market marine insurers have directly engaged in the alternative dispute resolution process. We at the SMA have been working hard to engage marine insurers in a dialogue to raise awareness of the arbitration and mediation process, solicit feedback to help tailor the processes to encourage the use of ADR and offer the support needed whenever and wherever asked.

While there are many advantages to arbitration to settle disputes between parties to a contract, they can be summarized under three distinct headings. (i) Arbitration will render a decision in far less time than typical litigation, (ii) arbitration will be more cost effective than litigation, and (iii) disputes in arbitration will be judged by experts in the field.

Let me expand on each of these:

## **Timeliness:**

- Unlike litigation where the courts set the schedule, in an arbitration procedure under SMA rules the parties and

arbitrators set the schedule. When a dispute arises a claimant will initiate arbitration proceedings by writing to the other party and appointing an arbitrator. The responding party usually has 20 days to respond and appoint a second arbitrator. The two appointed arbitrators choose a third panel member, and the panel will then set the schedule.

- The rules of evidence are more flexible in an arbitration procedure. Section 23 of the SMA arbitration rules states, in part:

The parties may offer such evidence as they desire and shall produce such additional evidence as the panel may deem necessary to an understanding and determination of the dispute. The Arbitrator(s) may subpoena witnesses and/or documents (including those in electronic form) at their own initiative or at the request of a party. The panel shall be the judge of the relevancy and materiality of the evidence offered.

This allows for a faster, more comprehensive and less costly presentation of the evidence.

- When an arbitration hearing is closed the panel has a collective duty to issue their award within 120 days. Arbitration awards are final.
- They cannot be appealed or vacated (except on very limited grounds) so no further time or cost will be incurred by the parties.

## **Cost effective:**

- Although arbitrators are paid, the scheduling parameters and control by the arbitrators noted above obviously save not only time but money. When insurance companies are presented with a claim they have an obligation to reserve the loss on their books and include it as part of their statutory results. These reserves will stay on the books until the claim is resolved and then adjusted for the actual payment. In litigation that can take years (versus months in arbitration). So, in arbitration the time is much shorter. Additionally, that a reserved loss appears on the insured's loss record as an outstanding claim, until resolved, introduces undesirable uncertainty for both the insurer and the insured.
- Insurance companies are always looking to reduce costs and become more competitive. Over the years many companies have reduced their claim staff and put an emphasis on closing claims as quickly as possible. Many

have made the judgement that small claims are not worth the time or money to investigate and are simply paid with minimal information. SMA rules contain a “Shortened Arbitration Procedure” with the dispute decided by a sole arbitrator rather than a panel. The process is on documents alone and without a formal hearing. We believe insurers have disputes that could be more effectively handled as shortened arbitrations rather than simply being paid off quickly.

- Arbitrators also have the authority to award additional costs, as they deem appropriate, to fairly adjudicate the dispute. These can include attorney fees or interest.
- And, as noted above, arbitration awards are final and cannot be appealed or vacated (except on very limited grounds) so no further time or cost will be incurred by the parties.

#### **Expertise:**

- First and foremost, the arbitrators are chosen by the parties in dispute. In the most common situation (a three person panel arbitration) each party chooses one arbitrator and those two select and agree on the third arbitrator who acts as chair of the panel. Over the last several years the SMA has attracted and trained members with specific expertise in the marine insurance business. The SMA has a dedicated insurance committee, which I have the honor to chair, to focus the SMA on bringing the benefits of ADR to the commercial marine insurance business. I would encourage you to visit the SMA website, [www.smany.org](http://www.smany.org), to review the entire membership’s skills and in particular the members of the insurance committee to validate my point.

As we are all challenged in 2020 with restrictions resulting from the Covid – 19 pandemic, important to note is that the SMA membership is available, authorized, and equipped to hold “virtual” hearings. This capability further reinforces the SMA’s ability to provide timely and cost-effective services in dispute resolution.

Although arbitration has not been used on a regular basis in the marine insurance business to settle disputes, there has been a noticeable increase in the use of mediation in maritime disputes heard by courts. My former colleagues in the business attribute this increase to the increasing backlogs in the court system. As parties in dispute file lawsuits to adjudicate their differences, the courts are suggesting, and in some instances requiring, the parties to mediate their dispute already in litigation. We at SMA recognized

this trend and for the last few years have been preparing to become leaders for maritime mediation services as well as arbitration. Many SMA members have mediation experience and many have been formally trained to conduct mediations.

Having a maritime mediation conducted using SMA members brings the same benefits of timeliness, cost and expertise outlined above for the arbitration process.

Over the last few years, under the chairmanship of Michael Northmore, the insurance committee has spent countless hours talking to underwriting management, claim management, recovery management, insurance brokers, reinsurers, admiralty attorneys and insureds to understand why the commercial marine insurance market does not employ arbitration in contract disputes on a regular basis. There was so little negative reaction that we concluded that a lack of familiarity with or tradition of arbitration in the commercial marine insurance business is the main issue. Still, specific concerns were expressed which included:

- Limited grounds to appeal decisions.
- Brokers viewing the resolution of disputes as one of their primary functions.

In response, the SMA has drafted a model clause to be added to marine insurance contracts which makes the arbitration a *voluntary* option rather than a mandatory requirement. Its voluntary nature allows the parties to fashion, or tailor, the arbitration procedure/scope to their liking, and this directly responds to the specific concerns identified (above). The clause:

#### **Alternative Dispute Resolution – Mediation / Arbitration Clause:**

The parties to this insurance contract may agree to seek an amicable settlement of any dispute arising under this contract by mediation under the Mediation Rules of the Society of Marine arbitrators, Inc. (SMA) of New York ([www.smany.org](http://www.smany.org)) then in force.

If the parties do not agree to mediate or if a mediation does not result in a settlement, then the parties may agree to refer the dispute to arbitration before three commercial arbitrators under the Arbitration Rules of the SMA then in force (“SMA Arbitration Rules”), one to be appointed by each of the parties and the third by the two so chosen, and their decision or that of any two of them shall be final and binding. Alternatively, the parties may refer the dispute to one commercial arbitrator under the SMA rules for Shortened Arbitration Procedure then in

force (“SMA Shortened Rules”) whose decision shall be final and binding.

The United States District Court for the Southern District of New York may enter a judgment upon any such award made pursuant to the SMA Rules or the SMA Shortened Rules. The governing law provision in the policy shall apply irrespective of the dispute resolution alternative applicable / chosen above.

We believe the arbitration process for dispute resolution is beneficial to all parties. Having the wording in the contract will alert the disputing parties to the option of arbitration or mediation. Over time, the success or failure of the process and its continuing application in the marine insurance business will depend on the experience of all parties.

Important to note is that the marine insurance business already is involved in arbitration to solve disputes in several areas. Some examples follow. Cargo underwriters who insure cargo moving under charter parties and pay their insured for a cargo loss are subrogated to the cargo’s claim against vessel owners (provided the circumstances of the loss warrant making a claim); having assumed the rights of cargo against the vessel owner and because charter party agreements include mandatory arbitration provisions, the cargo underwriters then make their subrogated claim in arbitration. Also, becoming more common is for yacht policies to include mandatory arbitration. Several underwriters have already included the clauses, others are considering it, and the admiralty law community is encouraging it. Finally, most salvage contracts include mandatory arbitration clauses. If underwriters incur salvage claims and a dispute occurs then they will be required to employ arbitration.

The SMA believes real opportunity exists for the Marine Insurance community to improve both their products and their services through mediation and arbitration. We would welcome the opportunity to hear feedback from those in the marine insurance and maritime law communities to help the SMA further refine its offering to the commercial marine market. We encourage you to visit the SMA web site at [www.smany.org](http://www.smany.org) to help you further understand our mission and membership.

## UP COMING EVENTS

### SAVE THE DATE

**APRIL 2021**

**Date TBD**

**10:00 AM EST**

**A CMA Webinar on a topical subject –  
details to be announced soon**

**Thursday, April 29, 2021**

**CMA Annual Meeting**

**Voting for Board Elections and State of the CMA address by  
email – open to all CMA Members in good standing**

**MAY 2021**

**Monday Afternoon, May 17, 2021**

**CMA Spring Golf Outing**

**Sterling Farms, Stamford, CT**

1349 Newfield Avenue, Stamford, CT 06905

**12 Noon-8 PM**

Like our rescheduled Fall Outing, with a smaller group than in regular times and following city and state COVID-19 rules on social distancing and mask wearing.

**SOLD OUT FOR GOLF –  
HOLE SPONSORSHIPS STILL AVAILABLE**

**See page 4 for more information**

**Email Lorraine at [LParsons@marinemoney.com](mailto:LParsons@marinemoney.com)  
for more details/reservations for any event.**

# EMPLOYMENT HUB

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](mailto:LParsons@marinemoney.com)

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

## AVAILABLE POSITIONS

### Position A – Planned Maintenance System Administrator

**Company Profile:** McAllister Towing is one of the oldest and largest marine towing and transportation companies in the United States, operating a fleet of more than 70 tugboats and 12 barges along the entire East Coast from Portland, ME to San Juan, PR. The corporate headquarters is located in New York City with additional staffed offices in Portland ME, Searsport, ME, Fall River, MA, Providence, RI Port Jefferson, NY, Staten Island, Philadelphia, Baltimore, Norfolk, Wilmington, NC, Georgetown, SC, Charleston, Jacksonville, Port Everglades and San Juan, Puerto Rico. In each port, McAllister is engaged in ship docking, general harbor towing, coastal towing and bulk transportation servicing more than 600 major steamship companies.

McAllister Towing is a family owned company which offers its employees an exciting and unique opportunity to develop both personal and professional skills.

**Job Description:** The Planned Maintenance System Administrator manages the planned maintenance system database function, implements updates, streamlines requirements, maintains data integrity, trains users, and resolves issues.

Description of Duties:

- Monitor, develop, and implement the planned maintenance system as outlined in the Quality and Safety Management System.
- Manage vessels: asset trees, maintenance schedules, and requirements. Oversee and update location and inventory of spare parts and spares.
- Create new user profiles and assign users to appropriate assets. Develop and oversee the initial and periodic training of users. Provide profile updates and ongoing support.
- Assist with troubleshooting system and data faults and/or errors.
- Point of contact for PMS SaaS provider, test new updates prior to release, oversee server migrations, review invoices, etc.
- Design and document specifications to enhance the system and expand into different modules.
- Liaise directly with corporate executives and vessel personnel to coordinate vessel maintenance in a manner consistent with industry standards and company requirements.
- Ensure consistent data quality throughout the service request, work order, and data entry process.
- Prepare reports regarding data integrity, documentation of proper vessel maintenance, compliance, and gap analysis.
- Oversee catalog of inventory and drawings.
- Other duties as assigned.

### Minimum Requirements:

- B.S. in Engineering, or equivalent work experience.
- USCG Engineer license
- Valid Transportation Worker Identification Card (TWIC).
- Knowledgeable in MS Office (Word, Excel, PowerPoint and Outlook), specifically MS Excel and tools such as pivot tables and or power query.
- General knowledge of ABS and USCG regulations, AWO-RCP preferred
- Familiarity with database design, documentation and coding
- Problem solving skills.
- Must be able to work autonomously and collaboratively
- Hands-on experience with database standards and end user applications preferred
- Valid drivers license and ability to travel.

### Physical Requirements:

- Ability to work in an office environment operating computers, telephones, radios and standard office equipment.
- Capable of climbing ladders and safely embarking / disembarking moored vessels.

### Compensation and Benefits:

We offer competitive salaries, team oriented working environment and a comprehensive benefit package including: Medical, Dental, Vision, 401K, Life Insurance and Training Reimbursement.

For more information contact our Recruiter at

[awatters@mcallistertowing.com](mailto:awatters@mcallistertowing.com)

Apply Online: McAllister Towing & Transportation - Careers ([balancetrak.com](http://balancetrak.com))

*We are an Equal Employment/Affirmative Action employer. We do not discriminate in hiring on the basis of sex, gender identity, sexual orientation, race, color, religious creed, national origin, physical or mental disability, protected Veteran status, or any other characteristic protected by federal, state, or local law. McAllister Towing is an E-Verify Employer.* (P03-21)

## AVAILABLE TALENT

### Candidate 1: Accomplished, Performance Focused Financial Contact

Knut Danielsen

Cell: (203) 912-3505

Miami, FL 33015

Email: [KDanielsen@Verizon.net](mailto:KDanielsen@Verizon.net)

[www.linkedin.com/in/knut-danielsen-mba](http://www.linkedin.com/in/knut-danielsen-mba)

### OBJECTIVES:

- Accomplished, performance focused Financial Professional
  - o Experienced
    - Controller
    - Chief Financial Officer
    - Board Member
- Targeted Type of Company
  - o Ship Brokerage
  - o Ship Management
  - o Ship Owning
- Role – Objectives
  - o Develop, provide, and improve the financial, administrative, and legal structure to bring a growing shipping organization to the next level.
  - o Have worked with
    - Private lenders
    - Private Equity Groups
    - Outside Investors

### SUMMARY OF SKILL-SETS:

#### Provider of Business Unit Support

Working in collaboration with cross disciplinary teams, developed and implemented business plans to improve the value of the company in order to:

Secure Financing    Attract Investors    Improve Cash Flow  
Test Models to Improve Financial Performance

**Financial & Management Reporting**

- Direct and supervise the timely preparation of Consolidated Financial Statements in accordance with US GAAP, UK GAAP, and IFRS for presentation to investors and lenders
- Ensure the company is compliant with its domestic and foreign tax obligations
- Timely filing of Bordereaux reporting to Lloyd's of London.
- Prepare and present the monthly management reports to the Board of Directors including:

Interim Financial Statements    Forecasts    Management Discussion and Analysis

**Administrative & HR Functions**

- Design and administer the corporate insurance plans (risk management) resulting in annual savings of 40%
- Restructured and administered the company's ESOP plan to be compliant with Management's Goals
- Restructured the corporate benefit plans (medical, dental, life and 41(k)) to reflect the changing needs of the organization.
- Working with HR team updating the company's employment manual and policies ensuring that they are current and compliant with State and Federal guidelines.

**EDUCATION:**

Pace University - Certificate of Advanced Graduate Study – Accounting, Taxation, SEC Reporting

University of Miami - MBA – Finance

The Johns Hopkins University - BA Natural Sciences

**LANGUAGES:**

English – Fluent

Norwegian – Fluent

(S21-01)

**Candidate 3: Looking for administrative and analyst roles in the maritime, transportation, and risk management sector**

Graduated from SUNY Maritime College with a Master of Science in International Transportation Management in January 2017.

Recent Project analyst at SCC Administrative Services, the New York and US headquarters for commercial operations at Siem Car Carriers, an environmentally -friendly car carrier. Focused on business development projects and administrative tasks for the marketing team and company president. Coordinated with multiple team-members in different offices and locations internationally.

Completed several different projects for the company including weekly industry news bulletins, helping to distribute company press releases, updating news on the company website, making modifications to the company website. Reached out to different data and intelligence providers for help with market research projects.

Also lead and coordinated team member projects for different company objectives.

Based in NYC and Old Saybrook, CT. Remote work preferred. Open to different roles and positions.

Mobile: 646 -378- 8446

Email: migel.pritchard@gmail.com

(S20-10)

**Candidate 4: Chartering, broking, vessel operations, bunkering, freight forwarding and logistics management.**

I am a graduate student at SUNY Maritime College, New York and I am earning my masters in International Transportation Management. I'll be graduating in Fall 20.

I am currently looking for full time jobs related to chartering, broking, vessel operations, bunkering, freight forwarding and logistics management.

In particular, I have:

- 2 years' experience in dry bulk chartering, broking (Handy, Supra, Panamax in Atlantic/Pacific Basins), vessel operations, bunker procurement and international business development.
- An engineering background which gives me the ability to quickly grasp new details.
- Amazing networking and negotiation skills.
- A certification from Association of Shipbrokers and Agents for Charter Parties.

Aman Bhalodi

Email – amanbha.19@sunymaritime.edu

Phone – (201)-993-2823

(S20-10)

**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 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)