CONNECTICUT MARITIME ASSOCIATION, INC.

NEWSLETTER JANUARY 2018

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

Up Coming Events

SAVE THE DATES

JANUARY 2018

Thursday, January 25, 2018

CMA Monthly Speaker Luncheon

Speaker: **Joshua Shapiro, COO, Liberty Maritime Corp.**

Business Intelligence: Embracing Data and Tech alongside Cyber Challenges

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

FEBRUARY 2018

Thursday, February 22, 2018

CMA Monthly Speaker Luncheon

Speaker: **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

MARCH 2018

Monday, March 12 through Wednesday, March 14, 2018

CMA SHIPPING 2018
Profits and Values

Hilton Hotel, Stamford, CT
http://www.cmashipping2018.com

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

Welcome to 2018! I think it's fair to say that 2017 was as eventful a year as we expected it to be, for many reasons, but as always, our industry bobs and weaves to accommodate the changes placed before it.

At the CMA, we ended the year with another well attended Holiday Party at Sign of the Whale, and I would like to thank all who attended. It's always a pleasure to catch up with so many friends, and meet some new folks along the way. We already have events to look forward to in January!

On Thursday, January 25th, we will hold our first luncheon of the year, with a presentation by Josh Shapiro, COO of Liberty Maritime, whose topic will be "Business Intelligence: Embracing Data and Tech alongside Cyber Challenges." I'm sure this will be a fascinating, and timely, topic to hear about.

Contents

President's Notes —page 1
From the Editor —page 2
Membership Notes —page 3
For Immediate Release —page 5
CMA SHIPPING 2018 —page 6
A Big Holiday Thank You —page 8
CMA Luncheon Events and Presentation Topics —page 8
Wallem works with US Coast Guard to enhance safety at sea —page 7
Maritime Technologies Incubator Launched in New York SUNY Maritime College hosts Center —page 10
Everything about the Vanuatu Ship Registry that you ever wanted to know but were afraid to ask —page 10
Save the Date —page 12
Job Mart —page 13

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Also, CMA is pleased to be sponsoring SUNY Maritime's Alumni Reception at Sign of the Whale in Stamford on Thursday, January 18th. Thanks to our Social Chair, Bobby Rosano, for helping them organize this event, and we hope to assist with other events like this going forward.

As difficult as it is to believe that we are already a couple weeks into 2018, it is just as difficult to believe that our Shipping 2018 Conference is now just about 2 months away! The Conference will take place at the Stamford Hilton on March 12, 13 and 14 this year. I am sure that by now our membership has heard that our 2018 Commodore will be Ms. Sabrina Chao, Executive Chairman of Wah Kwong Maritime Transport Holdings Limited, and until this past November, was also Chairperson of the Hong Kong Shipowners Association. We are so pleased to be able to honor such an accomplished shipping executive, and we certainly look forward to her participation in the Conference during the week, and being able to honor her at the Gala Dinner. Please book your place at the Conference and the Dinner sooner than later, because space is always limited.

The theme of this years Conference is "Profits and Values," focusing on the critical commercial demands of the industry from finance to disruptive business practices along with vital human and environmental elements so critical to profits and illustrative of the values vital to best practices. We are confident that the event will not disappoint, and look forward to seeing you all there!

From the Editor

Happy New Year! We made it through another year and that brings to mind Shipping 2018.

CHANGE --- In this digital age of technology and social media it is not surprising that shipping is often thought of as a mature, even hidebound, industry. Yet, in the 30 plus years CMA has presented its annual Conference, change has always been a major theme.

Christopher Wiernicki, head of the American Bureau of Shipping (ABS) points out in his article in the December issue of MARITIME REPORTER titled "Navigation the New Norm", that the velocity of technology is quickly propelling us into the heart of the fourth industrial revolution, and shipping is very much part of it all. "Today our business environment is changing and we have a new definition of what 'normal' means. Normal means change: rapid

change, disruptive change and impactful change." (A handy example: Around 11% of all the newbuild contracts signed in 2017 were for ships powered by liquefied natural gas and that trend is expected to continue in 2018.) I strongly recommend you read his article and make plans to attend Shipping 2018 (March 12-13-14).

I hope to get to chat with you at the January 25th luncheon.

Don Frost

Membership Notes

Happy New Year to you all. We are pleased welcome some new members.

Mr. Kaird M Durocher, Broker, True North Chartering LLC, Wilton, Connecticut

Mr. William G Gotimer, Jr., President, The Plaza Marine Group, Garden City, New York

Mr. Lucas J Marino, Broker, True North Chartering LLC, Wilton, Connecticut

Mr. Michael S Pak, Managing Director, AXIA Capital Markets, New York, New York

Mrs. Geralyn Petrafesa, Risk Management, Host, Norfolk, Virginia

Mr. Anton Posner, Executive Vice President, Host Logistics LLC, Garden City, New York

Mr. James Quigley, Dry Vessel Operator, d'Amico Shipping, Stamford, Connecticut

Mr. Michael Shanahan, COO, WeatherBell Analytics LLC, New York, New York

Welcome aboard. We hope to see you at an event soon and do not forget Shipping 2018.

Greg Kurantowicz, Membership Committee Chair

The Connecticut Maritime Association
Presents

SHIPPING 2018
North America's Premier International
Shipping and Trade Conference and Exposition

March 12, 13 & 14, 2018
Hilton Hotel
Stamford, Connecticut

3 tracks 15 sessions
2,500 people

Profits and Values

www.
cmashipping2018
.com

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For Immediate Release

Ms. Sabrina S. M. Chao Named Connecticut Maritime Association 2018 Commodore

Award to be presented March 14, 2018 at the conclusion of the CMA's Shipping 2018 Annual Conference and Exposition

Wednesday, December 20, 2017 - Stamford, Connecticut – Ms. Sabrina S. M. Chao, Executive Chairman of Wah Kwong Maritime Transport Holdings Limited has been named as the Connecticut Maritime Association (CMA) Commodore for the year 2018.

Ms. Chao follows a long succession of influential maritime industry leaders as Commodore. The 2018 Commodore Award will be presented on March 14, 2018 at the Gala Dinner marking the conclusion of the annual Connecticut Maritime Association conference and trade exposition, at the Hilton Hotel in Stamford, Connecticut, USA.

The Award is given each year to a person in the international maritime industry who has contributed to the growth and development of the industry.

Joe Gross, President of the CMA, upon making the announcement, stated, "The CMA is honored to present Ms. Sabrina Chao with the 2018 Commodore Award. Sabrina's story is a personal and corporate story of commercial success and personal contribution to the health and future of the industry. Wah Kwong is of course a global brand and has been through generations, a distinction saved for only the most nimble, effective and forward looking businesses. Her family has always contributed to the industry and local maritime community as well, a commitment to service that has continued with her recent role, through November 2017, as Chairperson at the Hong Kong Shipowners Association. The CMA has been honored to have had the support and participation of the HKSOA over our own decades of industry participation.

The Board believes that the engagement with multiple aspects of the industry, commercial standing and generosity of time and effort on behalf of community make for the perfect Commodore. For us here on the East Coast of the U.S. the central role in and understanding of Hong Kong, the Greater Bay Area and the remarkable One Belt One Road initiative is just icing on the cake for our community."

Ms. Sabrina Sih Ming Chao is the daughter of Mr. George Chao and granddaughter of Mr. T. Y. Chao and is the third-generation owner and Chairman of Wah Kwong Maritime Transport Holdings Limited. Ms Chao began her career in finance working for Jardine Fleming and PricewaterhouseCoopers. In 2001, she joined the shipping industry through enrolling in the Galbraith's Shipping course in London and subsequently gained experience in various shipping sectors from working with Tanker International, Britannia P&I Club, Bureau Veritas before joining the family business in 2002.

Former CMA Commodores include: Ole Skaarup, Jacob Stolt-Nielsen, George Livanos, Phil Loree, Thomas Moran, Gregory Hadjieleftheriadis, Helmut Sohmen, Gerhard Kurz, William O'Neil, Richard du Moulin, Per Heidenreich, Marc Saverys, Frank Tsao, Stelios Haji-Ioannou, Peter Georgiopoulos, C. Sean Day, Torben Jensen, Morten Arntzen, John Fredriksen, Capt. Wei Jiafu, Philippe Louis-Dreyfus, Angeliki Frangou, Øivind Lorentzen, III, Peter Evensen, Robert Bugbee, Capt. Panagiotis Tsakos, Paddy Rodgers and in 2017 Jack Noonan.

About Wah Kwong Maritime Transport Holdings Limited

The origins of the Group go back to 1952 when Mr. T.Y. Chao, the father of George Chao and grandfather of Chairman Sabrina Chao, established his shipping business in Hong Kong. Along with other independent Hong Kong shipowners, the fleet grew to meet the growing post war industrial growth in Japan. In those days their ships were

pre-fixed on long term time charters primarily to Japanese charterers with financing secured on the back of the time charters. The use of time charters reduced the exposure to market volatility, and is a chartering methodology that the Group maintains to this day.

Wah Kwong Maritime Transport Holdings Limited own, and jointly own through joint venture arrangements, one of the youngest fleets of modern mid to large sized bulk carriers and tankers in the world. With an average age of around four years, their fleet is employed on time charter to major charterers representing some of the leading companies in global commodity and raw material transportation.

Combining a presence in the bulk carrier and tanker markets, the current fleet will be supplemented by additional vessels currently being constructed at leading shipyards in China and Japan.

About the CMA

The Connecticut Maritime Association is a non-profit organization built by its members for its members. It is an 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 supports in the US.

About CMA Shipping 2018

For the past 33 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 Press Inquiries please contact:
Jim Lawrence: +1.203.550.2621

For more information on CMA Shipping 2018 please contact: Lorraine Parsons, Event Director,
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Web: www.cmashipping2018.com

CMA SHIPPING 2018

MARCH 12-14, 2018 – HILTON STAMFORD HOTEL

North America's pre-eminent Conference and Exposition will take place once again at The Hilton Stamford, March 12, 13 & 14, 2018. Don't miss the chance to visit this great event right here in Stamford – what could be better or more convenient!

Once again we are almost fully committed with bookings for booth space, but be assured that if you are interested in having a presence at the show, we will find a way to accommodate you!

Many of our familiar event sponsors have already confirmed their commitment as sponsors and we are also pleased to welcome some brand new sponsors for 2018. Major international associations have confirmed their support as Supporting Organizations and we also expect to have a full house for the March 14 Gala Dinner where we will honor our 2018 Commodore, Sabrina S. M. Chao, Chairman of Wah Kwong Maritime Transport Holdings Limited.

CMA Shipping has reinforced its reputation as a "must attend event" and many do not leave the show without booking ahead for the next year. We are off to a great start and on track for another big event in March, which is incredibly encouraging.

To conference program has been launched and as always, it will be a topical, dynamic and a diverse and relevant program designed to appeal to the widest possible audience. Click here to view the program and check back often for all the updates.

Also visit our show website www.cmashipping2018.com for information on all aspects of the event. The website is a great place to check regularly for new updates on the show and all its moving parts.

In the meantime, if you are interested in participating at CMA Shipping 2018 as a conference delegate, sponsor, advertiser or simply to visit the exhibits, please don't hesitate to contact us.

We look forward to your support and to another great event.

Lorraine Parsons, Event Director, CMA Shipping 2018
Tel: +1.203.406.0109 Ext 3717
Email: conferences@cmaconnect.com

Wallem Works with US Coast Guard

to Enhance Safety at Sea

Two US Coast Guard Marine Inspectors were welcomed onboard the Wallem-managed vessel, the M.T. Tofteviken as part of the US Coast Guard Ship Rider Program. The program is aimed at ensuring and enhancing safety and security at sea by enabling USCG Marine Inspectors to experience operations on tanker work firsthand.

Wallem is one of the few Ship Management companies to have offered this learning experience to USCG Marine Inspectors and gave them a warm welcome onboard. During their three-day voyage, the Marine Inspectors learned all about various operations onboard, including discharging, loading and STS/Lightering operations. They shadowed the crew onboard, occupying their work spaces and asking them questions about the work involved.

The Inspectors were very grateful for the opportunity and to the crew for sharing their expertise, stating that they learned an immeasurable amount of information which will only aid in building better Marine Inspectors.

With safety at sea as one of the Company's main focuses, Wallem looks forward to working closely with the USCG to further support this program in 2018 and beyond.

About Wallem Group
Wallem Group is a leading international provider of quality maritime solutions with over 110 years of industry expertise and a focus on safety and operational efficiency. Services include Ship Management & Technical Services, Crewing, Ship Agency and Commercial Management of a wide range of vessels. Wallem customers benefit from a wide range of

Ship Management. Delivered.

- Cost Effective Operations
- Tanker & Dry Expertise
- Quality Crews
- Safety & Compliance Focus
- Competitive OPEX

Contact

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in-house services including newbuilding supervision, dry-dock support (particularly in China), lifeboat maintenance & repair and marine procurement.

Wallem Group is headquartered in Hong Kong and has major service hubs in the key maritime markets of Hamburg, Shanghai and Singapore. We have ship agency offices, crew training centers and technical support operations that span 18 countries and 47 locations around the world.

A Big Holiday Thank You

A big THANK YOU from the CMA to everyone who attended our holiday party on December 11th at Sign of the Whale in Stamford. The venue was again a big hit and we have already secured again for this December's Holiday Party! We thank all attendees for the numerous donations for both the "Toys for Tots" program and the CMA Education Foundation. Many people had a much happier holiday because of you – thank you for your generosity and support of all that we do.

CMA Luncheon Events and Presentation Topics

By Jess Hurwitz

As your Communications Chair, I am responsible for selecting and recruiting our speakers and presenters for our monthly luncheon events. It is my goal over the entire year to provide our membership with a diverse range of topics, programs, and speakers to ensure that we are providing interesting and relevant content for each and every member. I gladly welcome suggestions and feedback from any of our members on topics that you would be interested in seeing at upcoming luncheon events or suggestions on specific speakers you would be interested in hearing from. Please contact me directly by email with your suggestions or comments at: jhurwitz@citrincooperman.com. Thank you in advance for your support and enthusiasm! We encourage every CMA member to make as many luncheon events as possible over 2018.

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Maritime Technologies Incubator Launched

in New York SUNY Maritime College hosts Center

Dr. Christopher Clott, PhD ABS Chair of Marine Transportation and Logistics at SUNY Maritime College, announced the formation of the Maritime Global Technologies Innovation Center (MGTIC) to be hosted at the College. Co-founded with Dr. Richard Burke, PhD ABS Professor of Naval Architecture and Marine Engineering, MGTIC is a collaborative incubator fostering technology developments in the maritime space through entrepreneurial innovations bringing together maritime, technology and financial interests to accelerate tools for commercial growth.

"Shipping interests exist in an increasingly complex environment and are impacted by new problems every day. At the same time, entrepreneurs and researchers seek to remedy these problems," stated Dr. Clott. "Equipped with the assets of the New York City area, coupled with focused expertise in complex maritime activities, MGTIC will bring people together and support an ecosystem for the benefit of maritime interests at sea, in port, and on land."

Some of the impetus for this initiative comes from the global perception that New York doesn't have a strong technology focus. In recent years, New York has ranked near the bottom of the list in the Leading Capitals of the World ranking for Maritime Technology, which lowers the total profile of the maritime center. "New York is a hub for maritime activity and money. The NYC metropolitan area offers access to an unparalleled volume of shipping companies, port and terminal providers, law firms, professional maritime organizations, as well as an abundance of private equity and financial institutions" stated MGTIC Co-Founder Richard Burke. "The mission of Maritime Global Technologies is to lead, connect and catalyze those groups seeking to make a positive impact by offering the resources necessary for the development and implementation of practical, profitable, and environmentally sustainable solutions."

The primary areas of activity for the MGTIC will include **technology development** focusing on enhancements in both the digital and physical spheres that address both current and future problems for all things maritime; **creative innovation support** including the expansion of networks to provide financial support and guidance to technological start-up firms; **implementation support** promoting the encouragement of technical collaboration with faculty, students, and industry experts for product development, design, testing, and application and **outreach** through the establishment of connections with other technological ecosystems in Asia, Europe, and elsewhere to share and learn.

"The MGTIC is a forward-leaning collaboration designed to facilitate the transformative period the maritime industry is transiting," claimed Clott. "With a dynamic Advisory Board, industry and financial support, we look forward to being the catalyst for change in the maritime arena."

Everything about the Vanuatu Ship Registry

THAT YOU EVER WANTED TO KNOW BUT WERE AFRAID TO ASK

By Captain Matthew Bonvento

The Connecticut Maritime Association has a large and varied membership including members from some of the best ship registries. Putting rivalries aside we would love to actually introduce you to the Vanuatu International Ship Registry run by Vanuatu Maritime Services. Many CMA members will remember our long time Executive Vice President and Deputy Commissioner, Mr. Donald Sheetz, who is the voice of CMA Shipping every March. As some CMA members know, Don was instrumental in founding MAIIF, The Marine Accident Investigators' International

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Forum. VMSL has proudly taken the mantle of seafarer safety and welfare to heart. Some of our current employees are former mariners, who maintain close ties to their shipping roots. We are also very proud of our internship program whereby we take at least one student from SUNY Maritime College and provide them with an experience and introduction to the industry from the flag state perspective.

Vanuatu is an independent country, located in the South Pacific. Previously it was known as the New Herbides and was a joint French and English Colony. Vanuatu consists of a group of at least 83 islands, many of which are inhabited. Vanuatu is a member of the UN with representation in the IMO. Parts of the island archipelago were colonized around 1825. Independence from both the French and the British were declared in 1980. Major industries in Vanuatu are coffee, cattle and beef, as well as tourism.

The Vanuatu Ship registry is operated by Vanuatu Maritime Services LTD. with the headquarters in Port Vila, Vanuatu and the operational office in New York. We have satellite offices in many cities including Istanbul, Busan, and Tokyo. Working under the authority of the Deputy Commissioner of Maritime Affairs, VMSL reports to the Commissioner of Maritime affairs in Port Vila. These offices work together to ensure that internationally registered vessels are in compliance with all international regulations.

Any sea-going vessel engaged in foreign trade and any yacht or other vessel used exclusively for pleasure of 50 net tons or over may be registered. Subject to certain requirements. Some of these requirements can be waived, such as the requirement for a registered vessel to be owned by a Vanuatu citizen and the twenty year age limit. There are few restrictions on trading limits or crew nationality, mostly dealing with the international sanctions on North Korea and Iran. VMSL boasts a vigorous safety inspection program taking our dedication to the welfare of seafarers very seriously. The registry is heavily involved in the oil and gas industry, with the bulk of our US customer base being in Louisiana and Texas.

In an effort to remain competitive the Government of Vanuatu has taken on more interest in the international shipping community by forming the Office of the Maritime Regulator. The OMR is tasked with ensuring that all Vanuatu registered vessels sailing both domestically and internationally are following the laws of Vanuatu, Cap 53 and CAP 313 respectively, and international conventions. Compliance is verified through a Recognized Organization as well as though appointed inspectors from our safety program.

Our website is www.vanuatumaritimeships.com. We welcome visitors to our office and love to show off what we do.

SAVE THE DATE

The recently formed SUNY Maritime Global Technologies Innovation Center (MGTIC) will host a "Reverse Pitch" session at the Throggs Neck (Bronx) campus on **Thursday, March 15, 2018**. The Reverse Pitch will be composed of established maritime industry public/private firms and organizations seeking innovative solutions from emerging young companies.

Maritime firms pitch to entrepreneurs the critical needs they have to address enduring pain points, challenges and potential ideas for change.

This involves all aspects of the maritime ecosystem including digital and non-digital industries. Entrepreneurs gain insight into specific requirements and build networks with industry innovators. Maritime interests get to source solutions from startups with unique skills.

The session will begin at 9:30am and conclude at approximately 12:30pm. Further details will follow.

For further information or to participate in the program please contact Dr. Christopher Clott at (347) 842-1611 or email at cclott@sunymaritime.edu

Job Mart

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of $300.
Candidates seeking employment must be a CMA member at a rate of $75 per year or $35 per year for students.

To become part of the Job Mart please call (203) 406-0109 ext. 3717 or email: conferences@cmaconnect.com
The latest Job Mart is always accessible on the CMA website at: http://www.cmaconnect.com

Situations Wanted

Candidate 1: Experienced Regulatory and Compliance Executive
Seeking opportunities for advancement and growth with a company in need of an expert in compliance and regulatory affairs.
Regulatory, Quality, and Compliance
- Enforcement of the flag state Maritime Regulations and International Conventions
- Administrator of the Safety Inspection Program
- Review all vessel annual safety inspection reports and provide comments to the owners
- Review and issue Exemptions, Exceptions and Temporary Dispensation certificates IAW flag state International Regulation
- Provide Guidance to clients regarding interpretation of conventions and safety regulations
- ISO Quality Compliance
- Marketing of the Registry and it's services to existing and potential clients
- Website Administrator

The increasing responsibilities of this role in the current regulatory market have ensured that I not only keep up to date with current regulations but market trends as well. This position is a constantly growing job with an ever increasing demand for work in marketing and networking in order to ensure the growth of the registry and maintain its good standing in the International shipping community.
Underway Experience
Deck Navigating Officer: 2001-2012
Third Officer to Chief Officer
§ Deck Department Head; Supervising between 8 to 12 individuals in the department in daily shipboard operations
- Responsible for all on board required training (including company, Coast Guard and Navy required subjects)
- Vessel Security Officer and Anti-Terrorism Officer; Ensuring that all port state and military requirements are met.
- Vessel Safety Officer; Ensure that all personnel are following safe working practices and trained in the same

During this period my responsibilities increased from a Junior Officer to a Senior officer while conducting the normal duties of Deck and Navigation watches, creating voyage plans and conducting vessel maintenance.
Certifications:
- ISO 14000 Certified Internal Auditor
- ISO 9001:2015 Certified Internal Auditor
- ISO 9001: 2008 Certified Internal Auditor
- Chief Mate, Unlimited Tonnage
- Master of Vessels, up to 1600 tons
- STCW 95, Fast Rescue Boat, GMDSS, VSO and Medical PIC
- U.S.C.G. Certified Train the Trainer

Additional Information:
- Published writer for several trade magazines
- Experienced in the training and development of deck officers

Telephone: 631-626-8462
E-Mail: goodwindmaritime@gmail.com (S17-10)

Candidate 2: Experienced Deck Officer seeking opportunities in shipping operations / chartering
Seeking internship and future opportunities, 5 years world-wide tanker-sailing experience, Masters student at Texas A&M University.
On-Campus work experience (1.5 yrs)
- Currently employed as Graduate Assistant in TAMUG Information Services
- Worked as student worker-instructor in Ship Simulator for bridge resource management and ship handling classes at TAMUG.
- Worked as lab-assistant in tanker labs for Marine Cargo Operations Class.

At-sea work experience (6 Years)
Deck Navigating Officer: Nov 2008- July 2014
- Responsible for planning safe navigation of the vessel, using a range of satellite and radar systems and other navigational equipment. In charge of life-saving appliances and ship`s fire systems` maintenance
- In charge of planning and coordinating safe loading, storage and unloading of cargo, including preparation of cargo holds to setting up of lines

Certifications:
- Certified NWKO-2nd Mates licence holder, by Govt. of India
- Certified ship security officer
- Certification in first-aid, CPR, and advanced fire fighting
- Trained in public relations and crowd management

Additional Information:
- Participant and winner of Shell Maritime Leadership weekend at TAMUG
- Comprehensive knowledge of maritime conventions & regulations such as, SOLAS, MARPOL and ISPS, ISM, IMDG Codes etc.
- Presented research paper on Financial market impacts of disasters on shipping companies, under Dr. Mileski
- Presented research paper on Economics of Global passenger transportation under Dr. Duru
- Developed and launched a mobile application specifically for MMAL program, as marketing class project
- Adept at MS Office and decision making tools such as Palisade`s regression analysis, forecasting and problem-solving technics
- Badminton gold medalist and adroit at other games and sports
- Organised inter-college events, active participant of various tech-presentations

Contact: Aditya Ammu
Cell: 1 409-392-7338
E-Mail: adityamurthy18@tamu.edu (S16-04)

Candidate 3: Seeking a new opportunity in the shipping-bunkering industry in sales & marketing and operations
Work Experience
REGIONAL MARKETING MANAGER – AEGEAN MARINE PETROLEUM SA(NEW YORK USA) (3 Years)
International Marketing and Marine Fuels Trading.
Developing Supplier and Client Relations in a range of selected geograph-

ical areas.
Further Development of current client platform, retain and develop business.
DIRECTOR – ICS PETROLEUM LTD (VANCOUVER & MONTREAL CANADA) (5 Years)
Successfully in charge of maintaining the barge operations in Port Metro Vancouver Harbor.
Developing Supplier and Client Relations in a range of selected geographical areas.
Overall development of the office towards new sales goals.
Overseeing Staff and supporting Development.
MARINE FUELS TRADER – AEGEAN MARINE PETROLEUM SA (PIRAEUS GREECE) (3 Years)
International marketing and marine fuels trading and brokerage
Negotiations with customers and third parties.
Handling negotiations and disputes that arise as a result of short-deliveries, off-specification fuel, or de-bunkering, in cooperation with the quality department
MARINE FUELS/MARINE LUBRICANTS TRADER – BALUCO SA (PIRAEUS GREECE) (5 Years)
Bunkers and Lubricants trader
Contact: George Tzanakis
Cell: +1 347 291 62 94
E-Mail: g_tzanakis@yahoo.com (S17-01)

Candidate 4: Upcoming Graduate looking for entry- level position.
Graduating student in May 2016 at SUNY Maritime College seeking an entry level position in marine insurance, terminals, market research or demurrage, Ship Brokerage and sales
I will be graduated SUNY Maritime College with a degree in International Transportation and Trade.
Coming into my senior year at SUNY Maritime I began an Internship with Bank of America merchant services a joint venture between bank of America and first date. I worked as an PMO intern and worked closely with senior management and the sales team to help learn all aspects of the company.
I am willing to work within the New York, New Jersey AND Connecticut area.
I am a highly motivated worker with experience as a team leader/collaborator with excellent communication and organizational skills. Will Provide Resume upon request.
Contact: Joseph Nappi
Cell: 631-258-6267
E-Mail: jnappi22@hotmail.com (S16-09)

Candidate 5: Recent Graduate looking for entry level position
I am a recent Graduate from SUNY Maritime College. I have B.S. in Marine Transportation, and a Third Mate's license. I am looking for a position, Shoreside, or on a Tug. I have an avid love of technology, and love to learn new devices. I have experience speaking both Spanish and Japanese in their native countries, and a stay abroad in the latter for a month. I reside in New York, however travel is not an issue. Resume readily available upon request. If there are any additional inquiries, I would be happy to answer them.
Contact: Eric Peterson
Email : e182588@gmail.com (S16-05)

Candidate 6: Licensed attorney with vessel operations and insurance defense experience
I am a licensed attorney with vessel operations and insurance defense experience, seeking a role in marine insurance, legal, or operations. Open to opportunities in the tri-state area. Can provide CV or references upon request.
E-Mail: lawandanchors@gmail.com (S16-11)

Candidate 7: Upcoming Graduate looking for Entry- Level Position
Upcoming Graduate from SUNY Maritime College. I am currently a Graduate Student pursuing my M.Sc in International Transportation Management. I am seeking an entry level position in ship brokerage, ship chartering, ship management, market research or marine Insurance.
I am interning at TBS Shipping Services Inc., where I helped in the acquisition process of bringing on 3 more ships into the company's portfolio. I also assisted in finalizing the Port State Control inspection checklist for the masters and chief engineers of company ships to cross reference against when preparing for anticipated inspections. In addition, I led the background check of a Captain that TBS was looking to hire. My internship ends January 31st. I hope to continue this career path and am extremely motivated to acquire more knowledge about this great industry.
Contact: Raji Mosa
Cell: 914-479-7254
E-Mail: rajimos.16@sunymaritime.edu
Notes: Resume available upon request. (S17-02)

Candidate 8: Technical Manager
An adaptable and results-driven risk manager with a strong background in marine engineering, strategic planning, operations analysis, ship construction, marine incident investigations and project management. Successfully utilizes broad-based knowledge and analytical skills to perform risk analysis on ship structural integrity, operations and maintenance. Ensures productive and safe work environment by conforming to marine quality assurance and regulations compliance. As a hardworking and detail-oriented producer, possesses a proven track record of exceeding established goals and contributing to the growth of a company.
Over 30 years' experience gained both at sea and ashore from leading tanker companies US Flag (MSP and John's Act) and foreign flag.
OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.
AREA OF SPECIALIZATION:
- Strategic and Operation Analysis.
- Emergency and Crisis Management / Emergency Response Systems.
- Ship Construction
- Risk Analysis - Ship's Structural Integrity.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Project Management (over 30 dry dockings domestic and foreign shipyards)
- Technical Management of ships & Technical Performance Analysis.
- Third party ship managers interaction as Owners representative

Full resume and references available upon request.
Telephone:
Cell: +1 (203) 434 4571
E-Mail: andrezb@hotmail.com (S17-12)

Candidate 9: Maritime Executive with over 20 years Drybulk Experience

Maritime Executive with over 20 years Drybulk Experience, looking for a suitable position preferably in the Greater New York area (based in CT), but for the right opportunity willing to relocate.

Experience includes:

8 years as Chartering Manager for Owner Operators (Handy/Handymax)
7 years as Chartering Manager For pure Operator (Handy/Handymax)
8 years as a Broker. (all Drybulk sizes)
2 years seagoing experience as deck officer
Created own Chartering and Operations team.
Coordinated closely with Technical, and participated in repair and routine inspections.
MBA with emphasis in Intermodal transportation from SUNY Fort Schuyler
Captain Class C from Merchant Marine Academy Hydra, Greece.
Dual Citizen (USA/EU)
Fluent in English/Greek. Knowledge of Spanish.
Contact: Vasilis Maschas
Cell: 203 808 5088
E-Mail: vcmaschas@gmail.com
Notes: For further information kindly contact (S17-03)

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 11: Experienced Operations Manager looking for new position in Tanker Operations

Professional dedicated to delivering excellence in Team Leadership, Operations/Captain and decision making. As such, my focus is on meeting the needs of the organization. I have extensive experience in understanding customer needs. Over 30 years' experience gained both at sea and ashore from leading tanker companies foreign flag and US Flag (MSP and John's Act)

As a hardworking and detail-oriented producer, I am also a project leader with expertise in long term planning. My team building, cross functional communication, and problem solving skills enable me to give a positive and immediate response to the needs of the company.

Area of expertize:

- Commercial tanker operations.
- Emergency and Crisis Management / Emergency Response Systems.
- Risk Analysis - Ship's Operation and Maintenance.
- Marine Quality Assurance & Regulation Compliance
- Marine Incident Investigation.
- Operations Management of ships.
- Third party ship managers interaction as Owners representative or vice versa

Some recent accomplishments include:

- Proposed and implemented modifications on tanker barges allows to increase safety and efficiency of operations
- Developed and implemented program for vessels helping Crew to achieve SIRE Zero observations goal
- Increased productivity by establishing and implementing department procedures, increasing progress and productivity
- Increased efficiency by coaching and training crews and junior operations staff

I look forward to discussing how my qualifications could be an immediate asset to your company.
Cell: (713) 249 2304
Fax:
E-Mail: fedorov0413@comcast.net
Notes: Full resume available upon request. (S18-01)

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)

Help Wanted

NOTE: two months of running your ad in this newsletter costs companies only $300 - and it has proven to be THE place to be seen and answered.

Position A: TECHNICAL MANAGER

Company: Northern Fund Management America LLC
Location: Stamford, CT
Title: Technical Manager
Reports to: Chief Technical Officer

Ideal Candidate: Naval Architect/Marine Engineer with about 10 years of relevant experience in areas of ship design, ship building, Class requirements, surveys/inspections, shipping company vessel operations and new buildings. Conversant with different ship types and designs - primary sectors being Tankers, Bulk Carriers, Containers, and Offshore vessels. Up-to-date on regulatory requirements and their implications on vessel selection and operational costs. Must have a degree in Naval Architecture - MBA a plus.

Ability to work collaboratively in a dynamic environment and have strong analytical/decision making skills. Committed team player, who exemplifies the company values of professionalism, integrity, cooperation, teamwork, commitment, flexibility, empowerment, and customer service.

Responsibilities: Integral member of NFMA's technical team, whose primary duties include:

Due diligence, technical review, and reporting of vessel candidates for (potential) new deals - to avoid adverse selection

- Analytic understanding of design features
- Review design and drawings
- Review technical information - Class status, inspection reports, vsl. performance
- Evaluate commercial viability of vessels for worldwide trade
- Compile technical review write-up for investment proposals
- Conduct inspections of candidate vessels and provide written reports

Portfolio Management - monitoring of existing vessels in portfolio

- Annual Inspections of all vessels
- Internal reporting on inspection reports from these inspections
- Monitor and follow-up on corrective actions related to PSC/Detentions
- Obtain and review technical information on portfolio vessels

Manage vessels in operation - technical, operational, & commercial

- Oversee technical management company performance including safety & quality, compliance, technical solutions, repairs, vetting, and dry-docking
- Participate in technical manager crew selection process
- Monitor daily vessel operation to ensure that technical managers are optimizing vessel performance
- Establish operating, capital, and dry-dock budgets with technical managers and ensure that controls/measurements are in place to meet financial objectives
- Attend vessels to observe manager performance and quality of onboard staff/operation. Recommend corrective action/improvements as needed
- Routinely visit technical management offices to set objectives, measure performance, and outline expected results

Technical support for challenged deals - Taking over vessels and handing over when sold

Keep technical and commercial team up-to-date on technical & regulatory developments, and their implications for NSF's financing requirements

Develop and maintain Technical Database

Other projects as needed

Company Description: Small (15 person), well-established (over 18 year track record), and growing SEC registered private equity fund and investment advisor, with approximately $500 million in assets under management, providing structured credit financings to the maritime and offshore oil and gas industries.

Company: Northern Fund Management America LLC

E-Mail: rs@northernshippingfunds.com

Notes: Send resume

(HW01-18)

Position F: Operations/Logistics Coordinator

Continental Industries Group, Inc. is a global trading, marketing, and distribution company in petrochemicals, plastics, and industrial chemicals. We have been importing, exporting and off-shore trading for 35 years. CIG is headquartered in mid-town New York City with its own offices in Istanbul, Moscow, Shanghai and other cities (see our web site, www.continental-industries.com) and a vast marketing and purchasing network in many other countries. Our current business portfolio is very international, with world-wide sales and sourcing activities. The Company has been expanding in the past years and continues to grow.

We are interested in hiring an Operations Coordinator to join our Operations & Logistics team in the New York City headquarters possessing following qualifications:.

Basic Responsibilities:

- Coordination of diverse import/export transactions through seamless integration of foreign subsidiaries, shippers, freight forwarders, warehouses, etc. activities.
- Organizing all phases and aspects of international multi-step product movements from the place of origin to the point of delivery, including import, export and third countries.
- Handling all paperwork related to each transaction.
- Recording of transactional details, including purchase and sales sides, in integrated operational software.
- Keeping product and shipment-related schedules. Negotiating freight rates and maintaining relationship with vendors.
- Handling 35-45 transactions per month.

Possible Responsibilities:

- Opening Letters of Credit in US and foreign banks for purchases of commodities.
- Banking and negotiating of international Letters of Credit and other forms of documentary payments.

Professional Requirements:

- 5-7 years relevant experience; prior experience in chemical and/or plastics industries is a plus.
- Ability to organize workflow within the department and facilitate interaction with other departments.
- Business acumen - recordkeeping and understanding of commercial documents flow is a must.
- Working knowledge of Microsoft Excel, Word and Outlook.
- Familiarity and strong ability to design and update reports in spreadsheet environment.
- Familiarity with integrated commercial ERP packages.
- Excellent knowledge of ocean freight bookings, inland freight, warehousing, customs procedures.
- Strong rate negotiation skills and logistics optimization abilities.

Personal Requirements:

- Ability to work independently and as part of a team
- Self-motivated
- Detail oriented
- Excellent communication skills

Company: Continental Industries Group, Inc.

Email: cig-ny@continental-industries.com

Website: www.continental-industries.com

Notes: For immediate consideration, please e-mail your resume with cover letter, and include salary history/expectations. We will review all responses promptly and confidentially. Please add "Operations Coordinator" in the subject.

(HW12-17)