

Deep Water Port *notes*

The News Portfolio of The Connecticut Deep Water Port Community
New London . New Haven . Bridgeport

Shipping 2012

by Mr. Donald B. Frost, Deputy Editor



Left to right: CMC Treasurer Captain Charles Jonas, CT State Pilots, Inc and Member at Large Mr. James Swiggart, Underwater Construction Corporation



Left to right: CMC Chairman Mr. David E. Pohorylo, New England Shipping Company, Inc. and Vice Chairman Mr. Tom Dubno, Gateway Terminal discuss maritime matters at the CMC Booth during Shipping 2012, Stamford, CT

TO APPRECIATE THE IMPORTANCE of the Connecticut Maritime Association's (CMA) annual Conference and Trade Show (Stamford Hilton March 19-20-21) you have to start with the fact that more than 95% of the world's commerce moves by water. Without ships more than half the world would go cold in less than a week and the other half would go hungry.

Most people, Americans especially, fail to realize how their life, life style and jobs are enabled by ships and shipping. According to the U.S. Geological Survey (Dept of Commerce) in 2010 the US was totally dependent on imports of 18 non-fuel minerals needed to run our factories. We are 90% dependent on imports of 6 more critical minerals and more than 50% dependent on imports of still another 20 critical minerals. While we export huge tonnages of feed grains each year, we also import very large tonnages of oats, soy beans and other agricultural products so that we can even out seasonal harvests from sources from around the world and keep prices low.

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A long standing tradition, CMC serves up native CT oysters on the half-shell, during the 2012 Shipping Conference. Thank you CMC members Joe Gilbert and Nancy Follini, owners of Briarpatch Enterprise, Inc., Connecticut's premier shellfish company, located in Milford, CT, for the delicious oysters!

We are used to thinking about ships and shipping in terms of sea-container loads of consumer goods. Container ships, passenger ships and naval vessels represent only about 20% of the calls at U.S. ports each year. The other 80% are made by those non-scheduled ships that are referred to as Tramp Ships. These are the giant tankers that bring us crude oil for refining and the smaller tankers that take our chemicals to the far reaches of the globe or bring us gasoline and take our heating oil (also known as diesel motor fuel) to Europe. These are the bulk carriers that bring us iron ore and those minerals that we must have to keep our factories operating and take our farm products to the rest of the world. These are the Car/Truck carriers bringing us automobiles from Europe and Asia and take our heavy construction equipment and farm machinery to the developing world. We import huge volumes of Brazilian orange juice and these ships then

take our over-supply of ethanol back to Brazil. Examples of how we use shipping would fill a book or two.

It is therefore significant that more than 2,500 shipping professionals made their way to Stamford to discuss the state of the world's economy, its immediate and long term growth prospects and how those who own and operate ships can improve their efficiency and better protect the environment. These people represent professions that design and build ships, finance ships, operate, crew, fuel and supply equipment for ships and make sure that the ships do not injure the world's oceans. Lawyers, policy makers and regulators also came to encourage and criticize. The industry has developed a culture of safety and is well aware that there is zero tolerance for error in today's society. College students came in large numbers to learn and scout out job opportunities.

The Conference and Show also has ramifications for the State of Connecticut. The speakers, sponsors, exhibitors and delegates together contributed about \$4+ million to the local economy - hotels, restaurants, taxis, and entertainment. However, that is just the start. First, by bringing so many decision makers together from a globalized industry, many other organizations held meetings, briefings, and dinners surrounding the core event. What for CMA is a 2-1/2 day event has now become a 4-5 day succession of events starting the weekend before the CMA program. Also, by showing off Connecticut as a place business is done, we see foreign companies setting up small offices here in the state. In this context it is useful to note the truth in the saying that shipping and trading people are tribal. They talk the same language even if they handle different commodities and they like to be together.

The Shipping 2012 Trade Show had over 130 booths displaying the latest products and services from ship classifications societies from six countries, marine engineering firms, ship builders, engine manufacturers, weather routing services, third party ship managers, fuel ("bunkers" in the trade) suppliers and brokers, flag states, maritime colleges and training schools, salvage

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CMC member companies participate in the Shipping Conference, held annually for the international shipping industry, in Stamford, CT.

engineers and divers, insurance brokers, ... the list goes on and on. One defining aspect of the CMA event is that exhibitors are often represented as part of the debates. The Connecticut Maritime Coalition had a booth and shared the fruits of Connecticut's waters (oysters) with those who stopped by the booth to chat. Thank you CMC!

This is CMA's 27th Conference and Trade Show—the 22nd in the Stamford Hilton (previously operated as the Westin and the Sheraton). This was the year of the student. Cadets from the US Merchant Marine Academy, the State University of New York Maritime College, Massachusetts Maritime Academy and a few from Maine Maritime came to listen learn and network with possible future employers. Last year ten cadets from the U.S. Coast Guard Academy came to find out what was on the minds of those they would soon monitor. Graduates from the California and Texas Maritime Academies attended. Ten Junior ROTC cadets from the Maritime Magnet High

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CMC Membership Includes Diverse State Maritime Interests

Organized in 2000, the Connecticut Maritime Coalition is a non-profit trade association advocating for Connecticut's Maritime Industry. Our members include:

Briarpatch Enterprises, Inc.

Joseph Gilbert, 203.876.8923, hiddenemp@aol.com

The Bridgeport & Port Jefferson Steamboat Company

Frederick Hall, 631-473-0286, FHall@McAllisterTowing.com

Blakeslee Arpaia Chapman, Inc.

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GZA GeoEnvironmental, Inc.

Dan Kinard, 860-286-8900, dan.kinard@gza.com

Interport Pilots Agency, Inc.

Captain Louis Bettinelli, 732-787-5554, loubett@optonline.net

Moran Towing Corporation

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Port Security Services

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Schooner, Inc.

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Sea Support, Inc.

Ralph Gogliettino, 203-467-1590, Ralph@seasupport.biz

Thames Towboat Co.

Richard MacMurray, 860-443-7394, rich@longislandferry.com

Thames Shipyard & Repair Co.

Stan Mickus, 860-460-8437, stanmickus@longislandferry.com

Underwater Construction Corporation

James Swiggart, 860-853-8956, jswiggart@uccdive.com

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School in Baltimore made the trip to Connecticut to see what the industry they aspire to be part of was all about. Last year we had a similar number from the New York school on Governor's Island.

It was with great pride we welcomed Bjorn Kjerfve, the President of the World Maritime University of Malmo, Sweden, Rear Admiral Wendi Carpenter, USN (ret) the new President of the State University of New York Maritime College, and again welcomed Rear Admiral Richard Gurnon, President of the Massachusetts Maritime Academy.

The first annual CMA Student Research Paper and Presentation contest was held. The newly formed CMA Education Foundation awarded checks to two students at SUNY Maritime College. The contest will be expanded to all the maritime schools in 2013.

The program for the Conference is still available at www.shipping2012.com. Of the many sessions that left an impression was the final one that featured the 2012 CMA Commodore, Oivind Lorentzen of Greenwich, as well as seven previous Commodores. Billed as the Commodores Debate, it was not so much of a panel discussion as it was an intensive education. There were two moderators – Lori Ann LaRocco, CNBC's Senior Talent Producer (SQUAWK BOX) and Dagfin Lunde of DVB Bank, perhaps the largest shipping financier these days. There were dozens of quotable sound bites that resonated with the business crowd.

The seriousness of the Conference evaporated at the

Commodore's Gala Dinner. The Master of Ceremonies, a former Commodore and principal of a shipping company run from Stamford, roasted our newest Commodore. The insider jokes were only slightly more hilarious than the visuals and the laughter carried over into the After Glow.

If the measure of a place to do business is the ability to net work and share best practices while competing, Connecticut is sure to draw more shipping related companies.

Hire Our Returning Veterans: Resources

Office for Veterans' Workforce Development (OVWD)

Mr. Terry Brennan, Director (860) 263-6514
<http://www.ctdol.state.ct.us/veterans/vetreprs.htm>

The Office of Military Affairs

Mr. Robert Ross, Executive Director
(860) 270-8074,
bob.ross@ct.gov
<http://www.ct.gov/oma/site/default.asp>

Federal Resources

VOW to Hire Heroes Act of 2011 Creates New Benefit for Unemployed Veterans. This legislation offers a tax credit up to \$5,600 for companies that hire veterans who have been unemployed six months or longer.

Hiring a veteran with a service-connected disability bumps the credit up to \$9,600. http://courtney.house.gov/index.php?option=com_content&view=article&id=6533&Itemid



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CONNECTICUT MARITIME COALITION



The Connecticut Maritime Coalition is a non-profit trade association facilitating the competitiveness of Connecticut's maritime industries. Our member network is mostly composed of small and medium-sized businesses.

The Connecticut Maritime Coalition's mission is to advocate for Connecticut's maritime industry.

To join **the Connecticut Maritime Coalition** or to advertise your business in **Deep Water Port notes**, please contact:

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CONNECTICUT MARITIME COALITION



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Advocating for Connecticut's Maritime Industry