



MARITIME BUSINESS EXPERTISE- freight markets, ship finance, technology and operations

bdp1 Consulting Ltd.

President September 1997 – Present

Analytics of maritime market sectors and maritime companies

- Expert witness regarding drybulk chartering market in ongoing bankruptcy matter
- Notable recent work for CLSA “Economics of Eco Tankers” included publication (available on request) and roadshow for Asian investors, included vessel micro economics and basic supply / demand utilization model for product tanker sector
- Notable recent work for Tanker Freight Futures User Group of Baltic Exchange (London UK) included lecture on relationship between equities and forward freight swaps. Recommendation to short “STNG” proved to be correct.
- Notable work for client Informa Agri-Economics describing drybulk supply/demand dynamics and determination of supply/ demand equilibrium (with implications for hires). Turning point suggestion proved to be correct

Financial, commercial and operational business expertise provided to maritime companies

- Clients are private investors in maritime equipment serving Fortune 500 liquid bulk shippers
- Extensive deal analytics supporting purchase and charter of equipment
- Responsible for fuel escalation formulas and implementation in industrial shipping contracts
- Operational matters including fuel purchasing and relationship with shipyards in conjunction with repair work and drydockings.

Special financial and sector project analysis and transacting for marine industry businesses

- Notable- financial models and industry overview in documents supporting Private Equity purchase of oil major fleet
- Notable- support role on “Industry” section for IPO prospectus on PE exit
- Notable- support role on “Industry” sections for regulatory filings written by client Drewry Shipping Consultants
- Company “bottoms up” financial model prototyping for Drewry equity research effort

Insightful writing on all aspects of maritime Industry- providing sectorial, company and transaction analysis in compelling and actionable format. These include articles of a technical nature re fuel efficiencies, scrubbers, communications (including AIS and long range tracking) and maritime Big Data analysis. (List of publications can be found at www.conconnect.com/writing.html)

Bridging maritime and media worlds for clients, including social media as applicable. Maritime technology and data projects

- Notable- Port Security Grant, Round 1, through Port of New York and New Jersey, re tracking vessels en route to/from New York harbor (joint venture with Pole Star from London, UK)

American Marine Advisors (now AMA Capital Partners)

Vice President (New York)

voice: +1 516 606-9088 email: bdp1@conconnect.com

Skype contacts can be arranged thru email address above

1992 – 1997 (5 years)

Deal Making for Sale and Purchase of Vessels- negotiated, documented and closed transactions, including interface ship purchase, bareboat and time-charters linked to the financing of the vessels (loan and other finance documents).

Provided deal-oriented analytics, including valuation of vessels, DCF analysis including assigning values to charters, on shipping companies supporting transactions. Interfaced with banks and lessors negotiating deals based on financial calculations. .

ED & F Man International Futures (later became MF Global)

Freight Futures and Derivatives Strategist (New York, USA and London, UK)

1985 – 1992 (7 years)

Manager- freight futures department, implemented hedging and investment programs for leading shipowners, operators and vessel charterers (cargo interests).Handled all aspects of account management, provided transaction-oriented research, financial simulations and commodity market strategies for ocean freight traders and hedgers- both shipowners and charterers. Freight futures were precursor to present Forward Freight Agreement (FFA) marketplace.

Extensive client contact including account management, and speaking / presenting at industry conferences for maritime, financial and commodity businesses.

Extensive writing of market reports that appeared in industry publications (some of whom have continued as clients 30 years later).

Held Series 3, 7, and 63 licenses (now inactive)

Independent Consultant

November 1982 – March 1985 (2 years 5 months)

My clients included New York Coffee, Sugar & Cocoa Exchange (later NY Board of Trade), and Marsoft Inc. Projects included feasibility study of drybulk freight futures market (including market dynamics and rate correlations), and data compilation and assembly of drybulk forecasting model, including client prospecting, pitching and account servicing.

Shipbroker- Heath Rosenthal Chartering

June 1980 – October 1982 (2 years 5 months)

Charter broker for dry cargo vessels specializing in steel and scrap shipments, negotiating numerous contracts for voyage and time charters of vessels. Implemented information system for managing lists, and matching available ships with appropriate cargoes.

Booz, Allen Hamilton

Transportation Consultant

June 1979 – June 1980 (1 year 1 month)

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Team member worked on projects involving inland waterways, ports and intermodal freight, with emphasis on data gathering/ interpretation/ presentation and proposal writing.

What Others Say: Skills (endorsements on LinkedIn, thru April 24, 2015)

- ☐ 54 Maritime
- ☐ 42 Shipping
- ☐ 26 Freight
- ☐ 25 Transportation
- ☐ 18 Analysis

Education

University of Pennsylvania - The Wharton School

MBA 1977 – 1979

Duke University

BA, Economics 1973 – 1977

Activities and Societies: Honors, Magna Cum Laude

Organizations

Connecticut Maritime Association (Board Member, 1995- 1998)

N.Y. Financial Writers Association

Hellenic American Chamber of Commerce

New York Maritime (NYMAR)