

WRITER: MARITIME / OFFSHORE ENERGY BUSINESS, MARKETS & PEOPLE

Letter to the Editor,

Please consider hiring Barry D. Parker to write an upcoming feature article or advertorial for a future issue of your magazine, or perhaps to produce a White Paper on a particular business subject. Based in the New York area, he has written for publications since the early 1980's, and his work began appearing on maritime industry websites a little later. His articles have been well received because he brings the viewpoint of the industry insider that he is, and combines his knowledge of the business (sometimes in excruciatingly painful de-

tail), with the ability to lay out the facts clearly and point the reader towards a conclusion or major question. His work includes numerous articles on shipping finance, offshore energy, and company/ personality write-ups. Samples available thru the website WRITING tab.



A BUSINESS GUY....NOT A JOURNALIST!



Through the years, Barry Parker has written for many magazines, principally in the maritime and shipping industry. Themes have included market reports aimed at particular sectors (often tied into an economic analysis of supply/ demand relationships), financial analysis of individual companies and transactions, but also biographies of leading players. The common denominator is the ability to synthesize data and facts from multiple sources.

Some of the better known writing **clients** have included Lloyds List, Seatrade, Maritime Executive, Fairplay, Lloyds Shipping Economist, Workboat, Digital Ship and Tanker Operator, Metal Bulletin, Drewry Shipping Monthly, NYMEX Energy in the News, and The Journal of Commerce.

The articles have covered transportation and energy topics on a one time basis, but have also included regular market reports on drybulk/ tanker as well as offshore energy markets.

NOT JUST AN MBA WITH A WORD PROCESSOR: WHAT'S UNIQUE HERE?

It helps to know the players in the window offices, and what drives them. Unlike many number crunchers or pure techies, Barry Parker is one of a handful of world class transport writers who can explain the business, and bring out insights only possible from a person on the inside. The inside vantage point comes from years in the business as a middleman, and as a paid consultant to shipowners, Class Societies and others. The MBA is from Wharton, the BA from Duke.



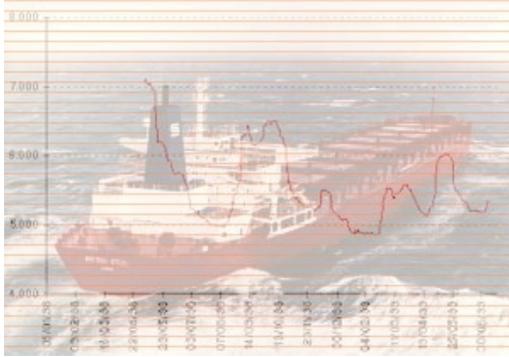
COORDINATES: GET CLIPS AND WRITING SAMPLES

Barry D. Parker

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

bdp1 Consulting Ltd.
President September 1997 – Present

Kudos-

"Our office did a deal based on the strategic analysis contained in your article on gas tankers ."

- New York based transaction structuring professional

"We like dealing with a writer who knows the industry so we don't waste our time explaining the basics."

- Head of Port Business, a major U.S. East Coast port

"When you hire him, you get an industry expert rather than a journalist."

- CFO, a deal structuring client, energy / tanker sector

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, offshore energy, communications (including AIS and long range tracking) and maritime Big Data analysis.

(Samples and clips from can be found at www.conconnect.com/writing.html)

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Analytical writing 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

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Skype contacts can be arranged thru email address above

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

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.

American Marine Advisors (now AMA Capital Partners)

Vice President (New York)

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)

Earlier

Independent consulting (clients included Marsoft, Coffee, Sugar & Cocoa Exchange)

Heath Rosenthal Chartering

Booz Allen & Hamilton

Education

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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)

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