



RECYCLING

The Recycling-Demolition

department continuously monitors price fluctuations and trends in this highly volatile market.

Our extensive experience in practices, payment and delivery procedures and reputations of various ship breakers and cash buyers in all major ship-breaking markets worldwide is of considerable value to our clients in disposing of their obsolete vessels. Our expertise in this sector enables our clients to obtain the best possible price and delivery terms while minimizing their risk.



Compass Maritime also arranges the sale of vessels on an “as is/where is” basis with the buyer taking full responsibility for transportation to the recycling area as well as arranging for ocean towage of vessels that cannot proceed under their own power.

We have sold over one thousand ships for recycling-demolition.

ships@compassmar.com

KEY CONTACT



Terry Chance
201.463.3834

tchance@compassmar.com



VALUATIONS

Compass Maritime has an extensive record of appraising vessels and shipping assets on behalf of ship-owners and operators, attorneys and financial institutions (including commercial lenders, equity investors, leasing companies, etc).

Compass Maritime is one of the ten worldwide panel members on the **Baltic Exchange Sale & Purchase Assessment Panel** (BSPA) and one of six panel members of the **Baltic Exchange Demolition Assessment Panel** (BDA). Our weekly data is included in the calculation of the respective indices.

valuations@compassmar.com

COMPASS MARITIME AND HARVARD BUSINESS SCHOOL

Harvard Business School prepared a case study titled “**Compass Maritime Services, LLC: Valuing Ships**”.

Harvard Business School professors Ben Esty and Al Sheen prepared a case study based on the process of valuing ships, using Tom Roberts of Compass Maritime as case protagonist.



WEEKLY MARKET REPORT

Compass Maritime produces a highly acclaimed weekly report that focuses on the ship Sale & Purchase markets as well as the financial markets in the maritime sector.

reports@compassmar.com



KEY CONTACTS



Chuck Kozora
Director of Valuations
202.903.3913

ckozora@compassmar.com



Tom Roberts
201.463.3832

troberts@compassmar.com



Compass Maritime is one of the pre-eminent Ship brokerage firms based in the United States. Our services include:

Ships

- Sale & Purchase
- New Vessel Construction
- Market Reports

Offshore

- Sale & Purchase and Chartering of Tugs, Barges and Offshore Vessels
- Towing

Chartering

- U.S. Flag Tankers and Tank Barges

Valuations ■ Auctions ■ Recycling-Demolition

Compass Maritime Services, LLC

Glenpointe Centre West - First Floor
500 Frank W. Burr Boulevard , Teaneck, NJ 07666 USA
Telephone: 201.907.0009 : Fax: 201.907.5009
www.compassmar.com ■ ships@compassmar.com



SHIPS **Compass Maritime is active in the sale and purchase brokerage of international flag and U.S Flag ships.**

Our correspondent network of hundreds of ship owners and ship brokers throughout the world enables us to provide our clients with accurate and current information with which to make critical investment decisions when buying or selling ships.

Our team of professionals monitor world and industry events and trends, ship transactions, purchase enquiries, and ships sales candidates. We maintain a database with full technical and commercial details on thousands of existing vessels and the order book. This enables us to communicate assessments of vessel particulars, locations and prices directly to potential buyers and sellers.

KEY CONTACT



Tom Roberts
201.463.3832
troberts@compassmar.com

ships@compassmar.com



OFFSHORE **Compass Maritime offers a wide range of services to the offshore industry in both the U.S. domestic and international markets.**

Our primary activity is assisting our clients in sale & purchase and chartering of most types of equipment to the offshore industry, with a special emphasis on the tug and barge market.

Our main focus is providing brokerage services to owners, operators and charterers domiciled in the United States and Mexico, although our client base in this sector reaches into the African, Middle and Far East markets.

We strive to bring a high degree of professionalism and discrete, personal service to our offshore clients.

KEY CONTACTS



Tommy O'Toole
Director of Offshore
845.597.4150
totoole@compassmar.com



Terry Chance
201.463.3834
tchance@compassmar.com



Chuck Kozora
202.903.3913
ckozora@compassmar.com

offshore@compassmar.com



CHARTERING **U.S. Flag Tank Vessel Chartering**

Compass Maritime offers spot and term chartering services for tankers and tank barges in the following markets:

- United States East Coast / West Coast
- United States Gulf of Mexico
- Inland - Mississippi River / Houston Ship Channel / Intercoastal Waterways
- New York Harbor
- Project Cargos

We strive to provide our clients with full, professional and reliable services including but not limited to:

- Sourcing cargo
- Sourcing tonnage/equipment
- Quality operations
- Maintain proper documentation & follow up
- Most importantly, customer communication

KEY CONTACTS



Tom Linter
201.463.3826
tlinter@compassmar.com



Adam Vanetten
201.403.8938
avanetten@compassmar.com



Matt Johnson
717.468.2124
mjohnson@compassmar.com

chartering@compassmar.com
Chartering Office Telephone
201.907.0212