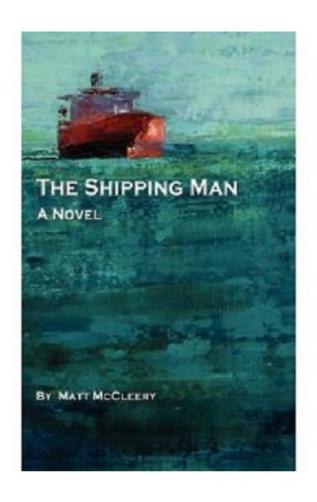


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Review

"It may not come as a surprise to those in the know that the Connecticut-based author's debut title, The Shipping Man, has caught the attention of John Fredriksen, Tor Olav Trøim and other high ranking members of the marine cluster as many of the book's characters evoke images of the market's leading lights." - Aaron Kelley, TradeWinds

From the Author

"A billionaire even read it and said he identified so much with Robert Fairchild that he hired me to sell his dry cargo ships. When people ask if there's money in publishing, I think of that deal and smile."

From the Back Cover

When restless New York City hedge fund manager Robert Fairchild watches the Baltic Dry Cargo Index plunge 97%, registering an all-time high and a 25-year low within the span of just six months, he decides to buy a ship.

Immediately fantasizing about naming a vessel after his wife, carrying a string of worry beads and being able to introduce himself as a "shipowner" at his upcoming college reunion, Fairchild immediately embarks on an odyssey into the most exclusive, glamorous and high stakes business in the world.

From pirates off the coast of Somalia and on Wall Street to Greek and Norwegian shipping magnates, the education of Robert Fairchild is an expensive one. In the end, he loses his hedge fund, but he gains a life - as a Shipping Man. Part fast paced financial thriller, part ship finance text book, The Shipping Man is 310 pages of required reading for anyone with an interest in capital formation for shipping.

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Sales Rank: #111186 in eBooks
Published on: 2013-12-22
Released on: 2013-12-22
Format: Kindle eBook

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Most helpful customer reviews

8 of 8 people found the following review helpful.

Novel and primer, but lacks depth.

By D. Jensen

The is a novel that tries to educated the reader on the shipping industry and the financial markets that shippers use. First, the novel part is pretty weak. What Harvard educated hedge fund manager would ever invest in shipbuilding without any prior knowledge? The main character invests sight unseen with a Greek cold caller? The set up is unbelievable as are the other encounters through the book. Second, the industry and finance stuff is better. However, there is so much to understand, that you have to read some passages many times just to try to understand what the concept is. Terms like Adcom and Bunker come up and sometimes the author will re tell what they mean and sometimes not. A glossary at the back of the book with definitions and examples would be helpful. And it would be nice to see a flow chart of revenues and costs for a ship. As for the finance part, this got pretty confusing. Who gets this fee and that fee and who gets charged for this and that was tough to follow. If you don't know how the debt markets work you will get lost. Again, I could really use a flow chart and explanations in the back. There is no way the author could enhance the descriptions in the novel or it would ruin the flow of the book. Overall an ok book.

10 of 11 people found the following review helpful.

International man of mystery

By chippichaug trail

A perfect primer for those who want a peek into mysterious world of international shipping - Norwegian tycoons, Greek magnates, Chinese traders and German bankers. McCleery takes us on the comedic journey of a New York investor who finds himself ill-prepared for the realities of the world's second oldest profession.

9 of 10 people found the following review helpful.

Fun as a novel, not just a novelized primer

By A Florida purchaser

My wife and I bought The Shipping Man because we heard it provides an entertaining introduction to the business of international shipping -- which proved correct. But beyond this, we were pleased to find it is written with humor and grace. This is essentially a gentle satire covering not only the business of ship owners but the world of commercial finance that surrounds it. The author has a good eye for visual detail as well as knowledge of the subject matter. For example, you will vividly experience the hapless protagonist's visit to the offices of a German banker and lunch at an exclusive Greek shipowners' club. But do be aware that the plot revolves around arcana such as commercial loan covenants and bond offerings -- so it's not for everyone!

The book is first-rate for what it wants to be.

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