

European Bunker Fuel Conference

Assuring future prosperity in the face of escalating uncertainty

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26th - 27th March 2012 • The Marriott Amsterdam • Amsterdam, The Netherlands

Hear from the industry's leading organisations including:

- The International Bunker Industry Association (IBIA)
- International Maritime Organization (IMO)
- O.W. Bunker & Trading
- World Fuel Services
- UK Petroleum Industry Association (UKPIA)
- Royal Association of Netherlands Shipowners (KVNR)
- Jiskoot Quality Systems
- Rosneft Marine UK
- RN Bunker
- Shipping Emissions Abatement and Trading SEaT
- Chemoil
- Lloyd's Register
- White Smoke Shipping
- Noble Americas Corp
- Purvin & Gertz
- Alfa Laval
- Vis Lab
- Marine and Energy Consulting Limited

2012 speaker line up includes:



Trevor Harrison, Acting Chief Executive, **The International Bunker Industry Association (IBIA)**



Dr Edmund Hughes, Marine Environment Division, **International Maritime Organization (IMO)**



Chris Hunt, Director General, **UK Petroleum Industry Association (UKPIA)**



Søren Christian Meyer, Global Sales Director, **O.W. Bunker & Trading**

- **Bart Joon**, Commercial Manager, **World Fuel Services**
- **Martin Dorsman**, Managing Director, **Royal Association of Netherlands Shipowners (KVNR)**
- **Vladimir Brezhnev**, Director, **Rosneft Marine UK**
- **Andrew Tuchnin**, Director, **RN Bunker**
- **John Aitken**, Secretary General, **Shipping Emissions Abatement and Trading SEaT**
- **Jan Egtved Knudsen**, Director - Fuel Risk Management, **Chemoil**
- **Douglas Raitt**, Global FOBAS Manager, **Lloyd's Register**
- **Colin Birch**, Vice President, **Purvin & Gertz**
- **Adrian Tolson**, Marketing Director - Oil Liquids Department, **Noble Americas Corp**

Highlights at this years event:

- A comprehensive overview of emerging fuel regulations and recommendations and how they are likely to impact on the industry
- The provision of proven and implementable strategies to help organisations deal with price volatility, supply disruption and fuel shortages
- Key sessions covering fuel procurement, the standardisation of bunkering operations and refinery economics
- An insight into the latest technological advancements designed to help operators increase efficiency, cut costs, minimise environmental impact and ensure compliance with regulations

Special rates available for IBIA members & ship owners

See booking form for more details

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Platts **3rd Annual European Bunker Fuel** conference will once again take an in-depth look at the current state of the European bunker fuel industry, emerging fuel quality regulations and recommendations, the changing composition of fuels, the implications of the US ECA, and innovation and technology in the shipping industry. This important event will also examine strategies to help organisations mitigate against price volatility, supply disruption and fuel shortages.

Past European Bunker Fuel conference attendees have included leading ship operators, bunker suppliers, refiners, oil majors, policy makers, financiers and investors, senior energy leaders, NGOs, lawyers and consultants; consequently, the conference will afford unrivalled networking opportunities.

DAY ONE: MONDAY 26TH MARCH

08:00 **Registration and continental breakfast**

08:45 **Chairman’s welcoming remarks**

Trevor Harrison, Acting Chief Executive, The International Bunker Industry Association (IBIA)

09:00 **Keynote Address: Global outlook for Bunker fuel**

KEYNOTE

- Analysing global trends in crude demand and production
- Price and supply projections for HSFO, LSFO and distillates
- Outlook for the global shipping industry: How long is the market likely to remain depressed?
- Identifying and responding to future threats and opportunities

Dave Ernsberger, Global Director of Oil, Platts

09:25 **The outlook for marine bunkers and fuel oil to 2030**

- Reduced demand growth
- Alternative fuels
- New technologies – efficiency and abatement
- Refiner’s response
- Avails and prices

Robin Meech, Director, Marine and Energy Consulting Limited

THE US EMISSION CONTROL AREA (ECA)

09:50 **Assessing the impact of the US ECA**

- What will these new restriction mean for the global shipping industry?
- The implications of the switch to 0.1%S in 2015
- Will the introduction ECA lead to a decrease in US LSFO fuel exports?
- Understanding the wider implications for LSFO supply and demand?

Colin Birch, Vice President, Purvin & Gertz

10:15 **Networking break**

REMAINING COMPETITIVE IN A CHALLENGING MARKET

10:45 **Maintaining profitability in a depressed market**

- Mitigating against the rising operating cost of bunker fuel
- How can operators continue to remain competitive as costs rise?
- Outlook for the future

Martin Dorsman, Managing Director, Royal Association of Netherlands Shipowners (KVNR)

11:10 **Responding to bunker price volatility**

- Current pricing methodology
- Identifying the key drivers affecting bunker prices
- Understanding the importance of transparent and robust pricing to manage volatility

Benno Spencer, Team leader of EMEA Dirty Products, Platts

EMISSION REGULATIONS AND RECOMMENDATIONS

11:35 **Prevention of air pollution and measures to address GHG emissions from international shipping**

- Revised MARPOL Annex VI - current status and recent developments
- Adoption of mandatory technical and operational energy efficiency measures for ships
- Update on the consideration of Market-Based-Measures for international shipping

Dr. Edmund Hughes, Marine Environment Division, International Maritime Organization (IMO)

12:00 **The view from the fuel Industry**

- What is the industry doing now to prepare for increased demand for 1% LSFO?
- What will all this mean for an already stretched refining industry and for fuel prices?
- Assessing the industry’s ability to produce fuel in line with the ISO’s 8217 recommendations
- Remaining responsive in the event of further regulation

Bart Joon, Commercial Manager, World Fuel Services

12:25 **Preparing for the new MARPOL (Annex VI) low sulphur regulations**

- Adhering to these new regulations
- Understanding the implications for the industry
- What measures need to be taken to remain compliant?

John Aitken, Secretary General, Shipping Emissions Abatement and Trading SEaT

12:50 **Evaluating the implications of the ISO 8217:2010 fuel specifications**

- Assessing the availability of fuels that conform to these specifications
- The future from a regulatory perspective
- Is the EU likely to make these recommendations binding?

Dr. Ram Vis, Director, Vis Lab

13:15 **Networking lunch**

14:30 **Meeting the regulatory challenges of an industry in transition**

- The impact of the impending 2015 ECA regulations
- Future trends in the supply and demand of distillates
- Commercial and operational options for shipowners and operators
- Wider changes within the bunker industry and marketplace

Søren Christian Meyer, Global Sales Director, O.W. Bunker & Trading

14:55 **Panel discussion: The ramifications of emerging and changing fuel regulations**

- Affects on demand and price for various fuels
- Competing with the middle distillate market as a result of shifting to distillate fuels
- Will we see a two tier market develop (ships with scrubbers and ships burning distillate fuel) and what are the implications of this?
- How will the refining industry adapt to new fuel quality recommendations and regulations?
- How can the various participants in bunker supply chain utilise blending and process technology to maximise efficiency and performance?

Moderated by John Aitken, Secretary General, Shipping Emissions Abatement and Trading SEaT

Colin Birch, Vice President, Purvin & Gertz

Bart Joon, Commercial Manager, World Fuel Services

Dr. Ram Vis, Director, Vis Lab

Søren Christian Meyer, Global Sales Director, O.W. Bunker & Trading

THE CHANGING NATURE OF BUNKER FUEL

15:20 **Optimising the bottom of the barrel**

- Evaluating refinery economics for black products
- Examining trends in Europe

Chris Hunt, Director General, UK Petroleum Industry Association (UKPIA)

15:45 **Networking break**

16:15 **Examining the changing composition of fuels**

- Understanding the implications for refiners, traders and the shipping industry
- The consequences of recent and emerging regulations and recommendations on fuel production

Adrian Tolson, Marketing Director - Oil Liquids Department, Noble Americas Corp

16:40 **In-line blending of bunker fuels – The IBIA blending guidelines in real-life**

- The IBIA guidelines – an overview
- In-line blending, how to implement it successfully and deliver savings?
- A case study

Jon Moreau, Director, Business Development, **Jiskoot Quality Systems**

17:05 **The pitfalls of bunker blending**

- An overview of typical cutter stock components used for blending marine fuels.
- Examining risks associated with blending
- Review the various types of blending methodologies.

Douglas Raitt, Global FOBAS Manager, **Lloyd's Register**

LONG TERM INDUSTRY OUTLOOK

17:30 **Panel discussion: The future for the European bunker fuel industry: Threats and opportunities**

- New fuels
- Prospects for shipping industry
- Further Emission Control Areas?
- Increased regulations and legislation

Moderated by Chris Hunt, Director General, **UK Petroleum Industry Association (UKPIA)**

Martin Dorsman, Managing Director, **Royal Association of Netherlands Shipowners (KVNR)**

Adrian Tolson, Marketing Director - Oil Liquids Department, **Noble Americas Corp**

Douglas Raitt, Global FOBAS Manager, **Lloyd's Register**

17:55 **Networking reception**

DAY TWO: TUESDAY 27TH MARCH

08:30 **Registration and continental breakfast**

09:00 **Chairman's review of day one and extended welcoming remarks**

Just Rules? - The Legal and Regulatory World of Bunkers and Bunkering in the 21st Century

- The commercial and contractual framework
- The regulatory and criminal framework
- The roles of politicians and diplomats
- Living in the real world

Trevor Harrison, Acting Chief Executive, **The International Bunker Industry Association (IBIA)**

09:25 **Case study - Recent developments in the Russian bunkering market**

Vladimir Brezhnev, Director, **Rosneft Marine UK**

Andrew Tuchnin, Director, **RN Bunker**

09:50 **Rotterdam's position in the European bunker market**

- The bunker market as part of Rotterdam's Industrial complex
- Rotterdam's bunker market: Key facts and figures
- Responding to the challenges ahead: low sulphur fuels, slow steaming and LNG

Abel Noordanus, Business Manager, **Port of Rotterdam Authority**

OPERATIONAL OPTIMISATION

10:15 **Fuel procurement strategies**

- Coping with an increasingly complex market place and increasing regulations
- Defining a pricing strategy adapted to your needs
- Strategies to overcome the challenge of rising fuel prices

Jan Egtved Knudsen, Director - Fuel Risk Management, **Chemoil**

10:40 **Networking break**

11:10 **The standardisation of bunkering operations**

- Creating robust and universally applicable practices and procedures in the world's ports
- Understanding how this will prevent future disputes and misunderstandings
- Identifying the potential barriers that could prevent this becoming reality

INNOVATION AND TECHNOLOGY

11:35 **Examining the technology underpinning exhaust gas cleaning**

- Are scrubbers a viable solution and can they be implemented?
- Exploring the economic benefits of investing in exhaust gas cleaning technology
- Why are ship operators reluctant to invest despite relatively short payback period?

René Diks, Manager Exhaust Gas Cleaning, **Alfa Laval**

12:00 **The commercial, technical and operational aspects of LNG bunkering**

- The different methods of LNG bunkering - benefits and drawbacks
- Exploring the risk comparison between LNG and oil bunkering operations
- Meeting operational shipping demands without compromising on safety
- Identifying the main thresholds when establishing an LNG supply chain

Johan Algell, Chief Executive, **White Smoke Shipping**

12:25 **End of conference**

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Showcase your products and services to senior-level decision makers. **Platts 3rd Annual European Bunker Fuel Conference** offers you an excellent opportunity to maximise your 2012 marketing budget through these sponsorship opportunities:

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To learn more about sponsorship and exhibition opportunities, please contact **Simon Marshall** on +44-20-7176-6229 or email simon_marshall@platts.com

Platts Upcoming Events

6th Annual European Carbon Capture and Storage
27-28 February 2012
London, UK

6th Annual European Gas Storage
19 - 20 March 2012
Amsterdam, The Netherlands

3rd Annual European Power Generation
26 - 27 April 2012
Amsterdam, Netherlands

5th Annual European Oil Storage
10 - 11 May 2012
Amsterdam, Netherlands

www.events.platts.com

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Registration fee:	Early Bird Discount	Standard Rate
Commercial	\$1,799 + VAT @ 19%	\$1,999 + VAT @ 19%
Credit card incentive	\$1,699 + VAT @ 19%	\$1,899 + VAT @ 19%
IBIA Member	\$1,529 + VAT @ 19%	\$1,699 + VAT @ 19%
IBIA Member credit card	\$1,444 + VAT @ 19%	\$1,614 + VAT @ 19%
Ship Owner discount		\$999 + VAT @ 19%

The full conference registration is payable in advance, failure to do so will require you to guarantee your place by credit card. The delegate fee includes breakfast, day 1 lunch, refreshments and post-conference documentation.

Discounts: Discounts or promotional offers cannot be combined.

Early bird discount — Register by Friday 10 February 2012 to SAVE \$200 off your registration fee

Team discount — \$1,640 + VAT @ 19% per person. This price is applicable when you register three or more delegates simultaneously for the same organisation.

Credit card discount: — Save \$100 off both the early bird and standard rates when paying in full at time of registrations with a credit card. (subject to verification)

Venue:
Marriott Amsterdam*, Stadhouderskade 12, Amsterdam, Netherlands 1054 ES

Discount accommodations:
A limited number of rooms have been reserved for Platts 3rd Annual Bunker Fuel Markets conference participants at the Marriott Amsterdam at the preferential rates listed below. The discounted rates are for the nights of 25th & 26 March only. These rates will be honored until 2nd March 2012 — subject to availability.

Room Rates:
€229 per night inclusive or VAT excluding breakfast

Reservations
To make your reservation please call the hotel directly on +31 2060 75566 and be sure to mention Platts 3rd Annual European Bunker Fuel or booking code YUU in order to receive the preferential rates.

Substitution & cancellation:
Your registration may be transferred to a member of your organization up to 24 hours in advance of the conference. **Cancellations** must be received in writing on or before **March 20, 2012** in order to be refunded, less a \$195 administrative charge. In the event of non-attendance, the full invoice fee will be payable, however your registration may be transferred to a member of your organization up to 24 hours in advance of the conference. **In case of conference cancellation, Platts liability is limited to refund of the conference registration fee only.** Platts reserves the right to alter this program without prior notice.

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