

16th & 17th September 2009, London, UK

# 2nd Bunker Fuel



# Management



**Exploring bunkering strategies to meet economic and environmental goals in the current economic climate**

ACI's 2nd Bunker Fuel Management event will follow on from the previous event with latest issues exploring the most topical issues in bunkering such as **high cost, fuel quality and stability, availability and environmental pressures**. This highly relevant event will explore how ship operators are managing bunker challenges in today's economic climate and the best-practices employed to increase competitiveness. This event will provide a **platform for shipowners, managers and other stakeholders** to share ideas and actively discuss the most topical issues in the management of bunkering fuels.

## THE AGENDA

Throughout the 2 days you will have the opportunity to hear from your industry peers and discover the hottest developments in the bunker industry:

- **Explore the availability of low sulphur fuels**
- **Understand the cost of low sulphur fuel switch**
- **Overcome the challenges in ensuring fuel quality and stability**
- **Consider the usage of abatement technologies as a viable alternative to low sulphur fuels**
- **Determine operational challenges associated with unstable bunker products**

## WHO WILL ATTEND?

All ACI's events attract a targeted group of senior level researchers and decision-makers from industry. Our meetings are strictly end-user focussed. Only a select group of companies are invited to sponsor the event – to ensure the emphasis is on the industry participants, and making sure our delegates have a valuable and positive experience.

Delegates will be drawn from **ship owning, operating and chartering companies** and will include Managing Directors, General Managers, Vice Presidents, Operations & Technical Directors, Fuel Purchasers and Bunker Traders & Managers.

### 2008 EVENT TESTIMONIALS

*'Very good group – thought provoking' Principal Surveyor, DNV*

*'Very interesting' Principal Sales Executive, The Oxford Princeton Programme*

*'Thank you for a well organised Conference with relevant topics and good speakers' SVP Marine Operations, Star Reefers UK Ltd*

## WHY YOU CANNOT MISS THIS EVENT

The current economic climate has put tremendous cost pressures on ship owners and operators. The bunkering challenges that these ship owners and operators face such as high cost of alternative fuels, quality and stability, and availability of low sulphur fuels poses complex operational and commercial difficulties. This meeting provides a **perfect forum for the shipping industry to explore the latest issues and best practices in fuel management in order to secure long term business continuity and competitiveness**.

## OPPORTUNITIES TO MEET YOUR TARGET AUDIENCE

Companies can gain direct access to our senior level audience and have an increased level of visibility through branding and networking at the conference. For information on available sponsorship and commercial opportunities, please contact:

Jean-Jacques Hermans by Tel : +44 (0)20 7981 2506 or Email: [jhermans@acius.net](mailto:jhermans@acius.net)

For more information or to register for this exclusive event, contact ACI by:

Calling +44 (0)20 7981 2504

Emailing [mmulazzi@acius.net](mailto:mmulazzi@acius.net)

Or visit the event website and register online: <http://www.acius.net>

### Speakers Include:

Dr Brigitte Behrends,  
Head of Research &  
Innovation,  
**Beluga Shipping**  
and Managing Director,  
**Maritime Research  
Centre**

Cem Ozoral, President,  
**Turkish Bunker  
Association**

Karin Sigel, Head of  
Section Environmental  
Protection In Maritime  
Traffic,  
**Federal Maritime &  
Hydrographic Agency  
(BSH)**

John Aitken, Secretary  
General,  
**SEAaT**

William Bathurst, Head  
Marine Desk,  
**Platts Marine**

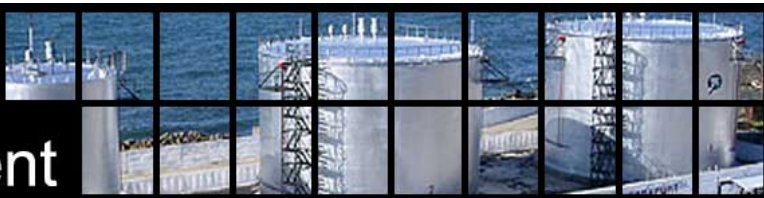
And many more....

### With Thanks to our Sponsors:



LIFE MATTERS





## DAY ONE: 16<sup>th</sup> September 2009

08.00 **Registration and Coffee**

09.00 **CHAIRMAN'S OPENING ADDRESS**

09.10 **KEYNOTE ADDRESS**

### Exploring the Availability of Low Sulphur Fuels

- Is the refining industry able to deliver sufficient low sulphur fuel to meet demand?
- Balancing the requirements of regulators, refiners and ship owners
- Will marine distillates eliminate fuel quality issues?
- Where are the key bunkers markets: Analysing the future growth of these markets

Colin Birch, Vice President, **Purvin & Gertz**

09.50 **CONFERENCE PRESENTATION**

### The Cost of Low Sulphur Fuel Switching

- Understanding the revisions to MARPOL Annex VI
- How much more do ship owners have to potentially pay for their bunkers?

Bertil Arvidsson, **Bertil Arvidsson Consulting**

10.30 **Morning Refreshments**

11.00 **CONFERENCE PRESENTATION**

### Challenges in Ensuring Fuel Quality and Stability

- Does ISO8217 guarantee quality fuel?
- What are the quality implications of blending fuels to meet sulphur limits?
- Overcoming the operational challenges associated with unstable bunker products
- Will ships' propulsion systems operate on low viscosity fuels?
- How do fuels with a low flash point affect your operational efficiency?

11.40 **CONFERENCE PRESENTATION**

### The Environmental Background to Marine Fuel Switching

This presentation will discuss the environmental reasoning behind the pressure to move from high sulphur heavy fuels towards distillates. Different options to obtain lower emissions from the marine sector will be presented.

Erik Fridell, **Swedish Environmental Research Institute**

12.20 **Lunch**

13.40 **CONFERENCE PRESENTATION**

### Usage of Abatement Technologies as a Viable Alternative to Low Sulphur Fuels

- The economics of scrubbers vs. low sulphur fuels
- Analysing the challenges of using scrubbers

John Aitken, Secretary General, **SEAaT**

14.20 **CONFERENCE PRESENTATION**

### Achieving Adequate Testing of Marine Fuels

- Availability and reliability of testing facilities

Senior Representative, **Lloyd's Register**

15.00 **Afternoon Refreshments**

15.30 **CONFERENCE PRESENTATION**

### Understanding and Overcoming the Operational Challenges in Reducing Bunker Consumption

- Achieving reduction of bunker fuel consumption with innovative systems
- Optimisation of shipping routes

Dr Brigitte Behrends, Head of Research & Innovation, **Beluga Shipping** and Managing Director, **Maritime Research Centre**

**CONFERENCE PRESENTATION**

16.10 **IMO Bunker Convention – Analysing the Implications for Ship Operators**

- Exploring the cost of complying with pollution regulations
- Effectively utilising insurance to mitigate risk of non-compliance

Tero Jokilehto, Advisor, **Finnish Shipowners' Association**

16.50 **"Interactive" ROUND TABLE DISCUSSIONS**

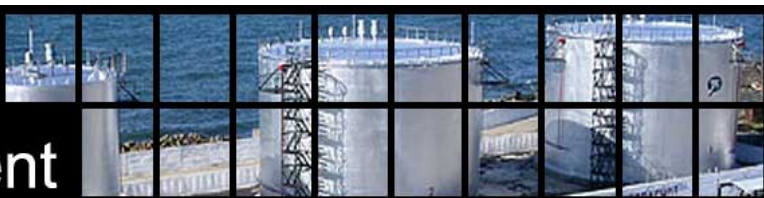
Topics to be covered include:

**TABLE 1:**  
**CHAIR:**

**TABLE 2:**  
**CHAIR**

17.50 **End of Day One**

# 2nd Bunker Fuel Management



## DAY TWO: 17<sup>th</sup> September 2009

08.30 Registration and Coffee

09.00 CHAIRMAN'S OPENING ADDRESS

09.10 KEYNOTE ADDRESS

**Exploring the Future Prospects of the Marine Fuels Market**

- Understanding how the bunker and shipping industry adapt to the changing environment legislations
- Analysing the short, medium and long term shipping market outlook and its implications for bunker supply and demand

Cem Ozoral, President, **Turkish Bunker Association**

09.50 CONFERENCE PRESENTATION

**Environmental Management: A Shipowner's Perspective**

- Ensuring effective compliance with environmental legislations
- Managing operational efficiency in using low sulphur fuels
- Exploring the viability of alternative fuels and renewable energy while ensuring profitability

Per Croner, President, **Wallenius Marine**

10.30 Morning Refreshments

11.00 CONFERENCE PRESENTATION

**Pricing Bunkers in Volatile Market**

- Greater transparency in the bunker charge formula and calculation methodology
- Managing pricing volatility through accurate pricing

William Bathurst, Head Marine Desk, **Platts Marine**

11.40 "Interactive" ROUNDTABLE DISCUSSIONS

Topics to be covered include:

TABLE 1:

CHAIR:

TABLE 2:

CHAIR:

12.40 Lunch

14.00 CONFERENCE PRESENTATION

**Risk Management: Strategies to Control Bunker Costs**

- Effectively managing bunker risks in today's economic climate
- Utilising hedging as an instrument to managing your risk exposure
- Understanding your current risk management strategies and how they could be improved

Morten Dehn, General Manager, **O.W Risk Management**

14.40 CONFERENCE PRESENTATION

**Strategies to Control Payment Defaults by Bunker Buyers**

Lodewijk Duyvendak, Shipping Analyst, **Dynamar**

15.20 CONFERENCE PRESENTATION

**Exploring the Role of Compliance Control**

- Compliance Control - What to expect in the future
- Effectively engaging all major stakeholder in ensuring effective environment management
- Implications for ship owners and managers operating in the ECA areas

Karin Sigel, Head of Section Environmental Protection In Maritime Traffic, **Federal Maritime & Hydrographic Agency (BSH)**

16.00 Afternoon Refreshments

16.20 CONFERENCE PRESENTATION

**Managing Disputes: Handling of Problematic Fuels**

- Who is responsible under the charterparty: owners or charterers?
- Liability for delay, discharge of problematic bunkers and associated costs
- Extent of liability

Ian Teare, Partner **Norton Rose**

17.00 CONFERENCE PRESENTATION

**Exploring the Viability of Alternative Fuels**

- Analysing the operational and commercial viability of using LNG and bio fuels as marine fuels
- Fuel cells: how close are we to reality?

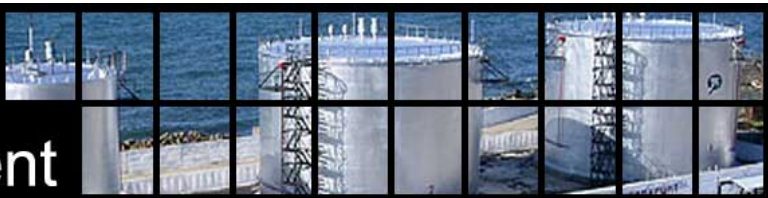
Don Gregory, Partner, **Sustainable Maritime Solutions**

17.40 End of Conference & Closing Remarks



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## 5 EASY WAYS TO REGISTER

Tel: +44 20 7981 2504  
Fax: +44 20 7593 0071  
Email: [mmulazzi@acius.net](mailto:mmulazzi@acius.net)

Web: <http://www.acius.net>  
Mail: ACI Europe, 5/13 Great Suffolk Street, London, SE1 0NS

## TERMS AND CONDITIONS

### How to Register

Registrations must be received in writing or electronically at our secure web site. Please complete and mail or fax a copy of registration form with a cheque or credit card number. Fee includes program materials, continental breakfast, networking luncheon and refreshments.

### Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Co-ordinator at ACI Europe Ltd.

**Discounts are available for multiple/group bookings. Please call +44 20 7981 2504 for more information**

### Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. By completing this registration form, the client hereby agrees that in case of dispute or cancellation ACI Europe Ltd will not be able to mitigate its losses for any less than 50% of the total contract value. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

### About ACI

ACI, a UK owned company, have been running successful conferences for the last 12 years in the USA. Headquartered in Chicago with offices all around the States, they run forums in varied fields and are market leaders in Healthcare business conferences. Opening their European head office at the end of 2005, they have expanded rapidly and are launching a series of events covering emerging markets, the maritime industry and now the pharmaceutical industry.

### Venue:

London, UK

The cost of accommodation is not included in the event fee. Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

### Prices and Payment Information

Conference (Includes Documentation Packet)  
Documentation Packet

**16-17 September 2009**  
Copies of all conference proceedings

**£1,325 (+ VAT)**  
£395

### Documentation Packet Available

You can purchase the 2<sup>nd</sup> Bunker Fuel Management papers at just £395. Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

### Discounted Registrations

Members and customers of all supporting organisations are entitled to a 15% discount off their conference package. The deadline for discounted registrations is **03<sup>rd</sup> of July 2009**. For more information please call +44 20 7981 2504.

With Thanks to our Media Partners:

