

11th – 12th March 2009, Oslo, Norway

# Offshore Support

ACI

# Vessels



## Optimising the Growth of Offshore Support Industry

**ACI's inaugural event focuses on the current developments in the offshore support industry and explores the industry best practices in providing solutions to this rapidly changing and growing sector of the industry.** The continuing high oil prices have resulted in increased activities in the exploration and production sector and the demand for offshore support vessels is growing. Consequently, the key players in this industry have now to deal with increased challenges in financing the vessels, ensuring cost-effective operations, securing experienced crew and the safety of vessels. This timely event allows you to share your experiences with your industry peers and discuss the best way to move the industry forward.

### THE AGENDA

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

- **Discover how to raise finance in tougher economic conditions**
- **Discover how to effectively manage the cost of operations**
- **Hear the oil and gas major's perspective**
- **Learn to deal with volatility in chartering rates**

### AN INTERACTIVE 2 DAYS

ACI's meetings offer the perfect opportunity to discover the latest updates and to discuss your own challenges and solutions with your peers through an interactive and informative 2 day programme.

- Network informally with a relatively small, targeted group of senior-level decision-makers from the offshore support vessel sector
- Learn more about your peers' best-practices, network with key industry leaders and your industry colleagues
- Participate in roundtable sessions – giving you the chance to discuss the latest issues with your colleagues – and the speakers - in an open, informal and intimate setting.

### 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 shipowners, managers and include MDs, CEO and Directors of OSV companies, E&P organisations and financial institutions.

### WHY YOU CANNOT MISS THIS EVENT

This high level of activities in the exploration & production has increased the demand for offshore support vessels around the world. The shipping industry has responded by increasing their order for new builds and improving their operating efficiency. However, in the current economic markets many shipowners are encountering tough financing conditions, high fuel and operating costs. There is also a shortage of highly skilled crew to operate vessels in more hazardous waters. **This premier event provides attendees a forum to share best-practices and solutions with their peers in this tough operating conditions.**

### 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 on +44 207 981 2506 or email [jhermans@acius.net](mailto:jhermans@acius.net)**

**Exclusive priority speaking invitations include representatives from:**

Mark Allen Percy, HSQE Manager, DOF Management

David Reynolds, Partner, Clyde & Co

Jacob Kjærgaard, Agency Manager, Niels Winther & Co

Geir Sjurseth, Head of Global Offshore Support Business, DVB Bank

Dag Rabben, Broker, Lorentzen & Stemoco

Ken Gibbons, Director, Association of British Offshore Oil Industries

Dan Endersby, General Manager, The Dynamic Positioning Centre

And many more....

For more information or to register for this exclusive event, please contact Sandrine Grisetti on +44 (0) 207 981 9800





## DAY ONE: 11<sup>th</sup> March 2009

08.00 Registration and Coffee

09.00 **CHAIRMAN'S OPENING ADDRESS**  
Ken Gibbons, Director, **Association of British Offshore Oil Industries**

### INDUSTRY OUTLOOK

09.10 **KEYNOTE ADDRESS**  
**Examining the Current and Future Demand for Offshore Supply Vessels**

- Is the market oversupplied?
- Understand the impact of the high level of newbuild activity
- Is the OSV industry a growth area?

Dag Rabben, Broker, **Lorentzen & Stemoco**

09.50 **CONFERENCE PRESENTATION**  
**Meeting the Market Needs: Understanding the Demand**

- Meeting the needs of charterers and oil majors
- Examining the roles of oil majors, contractors and ship yards in ensuring that the requirements of the industry are met

10.30 Morning Refreshments and Exhibition Showcase

### FINANCING VESSELS

11.00 **CONFERENCE PRESENTATION**  
**Raising Finance in Tougher Economic Conditions**

- What are the available options?
- Is raising finance in the capital market more viable than debt capital?
- Effective allocation of commercial and financial risks

Geir Sjurseth, Head of Global Offshore Support Business, **DVB Bank**

11.40 **CONFERENCE PRESENTATION**  
**Navigating the Legal Complexities of Offshore Support Vessels**

- Ensuring safety compliance of offshore supply vessels
- Analysing the legal issues with third party vessels
- Solving legal disputes with charterers
- Mitigating contractual risks and managing liability issues

David Reynolds Partner, **Clyde & Co**

12.20 Lunch

13.40 **CONFERENCE PRESENTATION**  
**Maximising the Role of Port Agents**

- How can port agent add value to your operations?

Jacob Kjærsgaard, Agency Manager, **Niels Winther & Co**

14.20 **COST-EFFECTIVE OPERATIONS**

### CONFERENCE PRESENTATION

**Dealing with Volatility in Chartering Rates**

- Securing the best possible rates for your ships

15.40 Afternoon Refreshments

15.00 **CONFERENCE PRESENTATION**

**Reducing Fuel Cost while Maximising Operations**

- Effectively managing the high bunker prices
- Utilising hedging mechanisms to reduce your fuel cost

15.40 **CONFERENCE PRESENTATION**

**Effectively Managing the Cost of Operations**

- Achieving technical and operational excellence
- Cost-effectively operating in deeper and more dangerous waters
- Effectively over-coming cost challenges in this economic climate
- Maximising profitability through cost-effective maintenance programmes

16.20 **"Interactive" ROUNDTABLE DISCUSSIONS**

Topics to be covered include:

TABLE 1:  
CHAIR:

TABLE 2:  
CHAIR

TABLE 3:  
CHAIR:

17.20 Drinks Reception and End of Day One

\*Invited speaker



## DAY TWO: 12<sup>th</sup> March 2009

08.30 **Registration and Coffee**

09.00 **CHAIRMAN'S OPENING ADDRESS**  
Ken Gibbons, Director, **Association of British Offshore Oil Industries**

09.10 **KEYNOTE ADDRESS**  
**The Oil and Gas Major's Perspective**

- Analysing the source and demand for oil and gas products
- Managing the cost of exploration and production in deep waters
- Contractor management: Ensuring the maintenance of high standards from ship owners and managers
- Securing a good working relationship with shipowners and managers for efficient operations
- Meeting demands for exploration in deeper waters

### TECHNOLOGICAL ADVANCEMENT

09.50 **CONFERENCE PRESENTATION**  
**Exploring the New Vessels Design; Developing Next Generation Vessels**

The development of oilfields in ever deeper waters has necessitated the deployment of new, more powerful vessels able to perform specific functions. This session highlights the latest cutting-edge technologies to ensure safe and efficient operations of your vessels:

- Understanding state-of-the-art technologies

Mike Sano, Senior Engineer – OSV, Market  
**American Bureau of Shipping**

10.30 **Morning Refreshments**  
**SAFETY, CREW & RISK  
MANAGEMENT**

11.00 **CONFERENCE PRESENTATION**  
**Effectively Managing Shortage of Competent Crew**

- Suitable training of crew to ensure safety
- Mitigating safety risks by ensuring adequately skilled crew are used

11.40 **"Interactive" ROUNDTABLE DISCUSSIONS**  
**Topics to be covered include:**  
**TABLE 1:**  
**CHAIR:**  
  
**TABLE 2:**  
**CHAIR:**

12.40 **Lunch**

14.00 **CONFERENCE PRESENTATION**  
**Effectively Integrating Compliance into your Shipping Operations**

- Beyond Compliance: Benefiting from the investments in greener and safer ships
- Overcoming the environmental challenges in running OSV fleets: Is LNG fuelled supply vessels viable?

Mark Allen Percy, HSQE Manager, **DOF Management**

14.40 **CONFERENCE PRESENTATION**  
**Dynamic Positioning: Training and Certification**

- Ensuring crew is adequately trainee
- Addressing the short-comings in DL training

Dan Endersby, General Manager, **The Dynamic Positioning Centre**

15.20 **CONFERENCE PRESENTATION**  
**Safety at Sea: Ensuring Safety of Vessels**

- Balancing the cost of safety against efficiency
- Mitigating risks of operating in more dangerous waters
- Classification societies' role in ensuring safety at sea

16.00 **Closing remarks & Afternoon Refreshments**

16.20 **End of conference**

\*Invited speaker

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## 5 EASY WAYS TO REGISTER

Tel: +44 20 7981 9800  
Fax: +44 20 7593 0071  
Email: [sgrisetti@acius.net](mailto:sgrisetti@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 9800 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 8 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:

Oslo, Norway

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)  
Documentation Packet

**11<sup>th</sup> – 12<sup>th</sup> March 2009**  
Copies of all conference proceedings

**£1,325 (+ VAT)**  
£395 (+ p&p)

### Documentation Packet Available

You can purchase the **Offshore Support Vessels** 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 Friday 9<sup>th</sup> January 2009. For more information please call +44 20 7981 2504.

## With Thanks to our Media Partners:

