

24th & 25th June 2009

Tanker Management



Athens, Greece



Achieving Maximum Efficiency and Profitability in the Current Economic Climate: The Way Forward

ACI's Tanker Management Conference, taking place in June 2009, in Central London, UK, will critically examine the tanker market and how shipping community is dealing with changes in supply and demand. In response, ship owners and managers need to scrutinise their cost structures, income streams and strategic decisions. The volatility in the tanker charter rates has also affected the profitability of these organisations. Therefore, **shipping companies now need to know what the financing options are available to expand their businesses and fleet, the most efficient and cost – effective ways to run their operations and the availability of vessels.** In this event, the tanker shipping community converge to discuss the current issues impacting their profitability and efficiency as well as the best possible step forward.

The Agenda

Throughout the 2 days you will have the opportunity to hear from your industry peers and discover the hottest developments and future developments on the tanker sector:

- *Discovering the factors influencing the oil and gas prices*
- *Understanding the global demanding for oil and gas products and its impact on your shipping operations*
- *Examining the tanker industry: supply vs demand in 2009*
- *Hearing the tanker order book and shipyard capacity*
- *Determining the availability and costs of financing*

An Interactive Two 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.

- Hear from an outstanding line-up of the industry's leading tanker companies
- Network informally with a relatively small, targeted group of senior-level executives and decision-makers from the **tanker sector**
- Learn more about your peers' developments, network with key industry leaders and your industry colleagues
- Discuss the latest challenges and developments in this rapidly changing and growing sector of the industry
- 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 tanker companies and include MDs, CEOs, CFOs and Directors of tanker shipowners and management companies.

Testimonials

*'I was pleased with the event - there was a good range of people who attended and I picked up some valuable contacts',
Senior Product Manager Environmental, Wilhelmsen Ships Equipment*

'The conference was very good..', Marine Surveyor, Inserve MTS

'I also felt the Conference went well with some very good input', Marine Manager, Marine, BIMCO

Speakers Include:

Harry Vafias
CEO
StealthGas

Capt Michael P. Elwert
Head of Group HR &
Crewing
Thorne Ship Management

Invited Organisations
include:

Tsakos Energy Navigation

National Bank of Greece

**International Tanker
Management**

J Lauritzen

Intertanko

and many more....

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@acijs.net





DAY ONE: 24th June 2009

08.00 Registration and Coffee

09.00 Chairman's Opening Address

09.10 Keynote Address

The Impact of Current Supply and Demand Trends on the Tanker Industry

- An analysis of the tanker industry and projected outlook in the short, medium and long-term
- Dealing with changing supply and demand by creating opportunities and meeting challenges
- Exploring all available options including storage, conversions and lay up

09.50 Conference Presentation

An Update on the Oil Market

- Exploring the current market conditions, including how and why they have changed
- Is the demand for emerging economies sustainable?
- Price predications over the next five years

10.30 Morning Refreshments

11.00 Conference Presentation

The Tanker Order Book – Analysing the Current Delivery Targets

- Is the market going to be over-supplied?
- How is this going to affect the charter rates?
- Analysing the effect of this on future orders and growth

11.40 Conference Presentation

Exploring the Affects of Order Cancellations on the Tanker Industry

- Following through with contractual obligations
- Understanding the effects on tankers supply post 2010 and the oil & gas trade
- Maintaining communication working together towards an workable solution

12.20 Panel Discussion

13.00 Lunch

14.20 Conference Presentation

Raising Finance – Overcoming the Challenges of Securing Funding and Moving your Business Forward

- Understanding the changing requirements in acquiring finance
- Availability of private equity and IPOs
- Exploring the ability of banks to finance ships
- Predicting when funding is likely to be available in the future

15.00 Conference Presentation

Diversifying your Shipping Operations to Reduce Operational Risks and Increase Profitability

- A blend of vessels in all categories
- Mixture of spots and long-term charters
- Exploring future sources of revenue and cargo including biofuels and CO2

15.40 Afternoon Refreshments

16.00 Conference Presentation

Exploring the Option of Ship Recycling

- Prices of steel and its impact on ship breaking decisions
- Exploring the benefits of ship recycling vs. layup
- Analysing the current ship-breaking capacity?

16.40 Afternoon Keynote Address

Investigating Current Opportunities and Challenges for Tanker Owners

- Maintaining safety of operations
- Ensuring efficient budget management of cash flow and revenue
- Keeping things flexible, monitoring market conditions and having a back up plan

17.20 **“Interactive” ROUNDTABLE DISCUSSIONS**

Topics to be covered include:

Table 1: Finance Options

Table 2: Diversifying Shipping Operations

Table 3: Ship Recycling

18.20 End of Day One



DAY TWO: 25th June 2009

08.30 **Registration and Coffee**

09.00 **CHAIRMAN'S OPENING ADDRESS**

09.10 **KEYNOTE ADDRESS**

Overcoming the Challenges of Cost-Effective Operations in the Current Economic Climate

- Maintaining sound shipping operations: safe and sustainable
- Achieving lean shipping operations

09.50 **Conference Presentation**

Ensuring Effective Maintenance for Operational Efficiency from a HR perspective

- Monitoring crew skill and development to maintain a strong standard for operational efficiency
- Ensuring ships are safe and seaworthy
- Exploring the best maintenance procedure
- Implementing procedures and ensuring they are being adhered to

10.30 **Morning Refreshments**

11.00 **Conference Presentation**

Understanding the Real Cost of Green Compliance

- Adhering effectively with emission regulations
- Aiming above and beyond within a tight budget

11.40 **"Interactive" ROUNDTABLE DISCUSSIONS**

Topics to be covered include:

Table 1: Green Compliance

Table 2: Ballast Water Management

Table 3: Operational Efficiency

12.40 **Lunch**

14.00 **Conference Presentation**

Ballast Water Management

- Understanding the requirements
- Producing a sound and workable ballast water management plan
- Minimising the impact of retro-fitting on your shipping operations

14.40 **Conference Presentation**

Piracy and Re-Routing

- What is the impact on your costs structure and shipping operations?
- Added strategies to safeguard and protect your tanker and crew
- Global update on strategies and policies in place for the prevention and action against piracy

15.20 **Conference Presentation**

Achieving Profitability in the Current Market

- To what extent has the economic climate affected liquidity in the shipping industry?
- Managing costs and preparing for recovery

16.00 **Closing Remarks by Conference Chair**

16.20 **Close of Conference**

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5 EASY WAYS TO REGISTER

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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 2503 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:
Athens, Greece.
Venue to be confirmed

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

**Wednesday 24th – Thursday 25th
June 2009**

£1,325 (+ VAT)

Copies of all conference proceedings

£395 (+ VAT)

Documentation Packet Available

You can purchase the Tanker 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 29th May 2009. For more information please call +44 20 7981 2503.

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