

bunkerworld forum

new york 2006



squeezing the bunker barrel

15 - 17 November, Marriott Finance Center, New York

Visit: www.bunkerworld.com/newyork2006

Mitigating price risk - Sustaining efficiency

About Bunkerworld Forums:

"The most comprehensive and informative conference that I have attended in years!

Ernest Jansen, Managing Director, KPI Oil Associates Inc.

"The best forum I have been to! A good cross-reference of people and topics. Attracted the right participants."

Mark Cameron, Director, Teekay Marine Services



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Squeezing the Bunker Barrel

The past two years have seen global bunker prices rise on average by around 100%. A buoyant period for ship operators has not disguise the fact that ship fueling costs spiraled to equate to between 30 and 60% of ship operation costs.

Set in the world's largest financial district in the hear of New York, 'Squeezing the bunker barrel' tracks the course of a barrel of bunker fuel and explores the associated costs, its relationship with crude, price rises and volatility - and seeks measures to increase stability and reduce risk.

With an array of experts in their fields, this forum provides the knowledge tools to secure value and performance in marine fuel procurement to provide a comprehensive understanding of the fundamentals at work.



Who should attend?

Cruise operators, container operators and tanker operators
Ship Managers
Charterers
Operations and Technical managers
Marine fuel suppliers, traders, brokers
Non-governmental organisations (NGOs)
Port authorities
Port operators
Refiners
Regulatory bodies
Shipping agents
Testing agencies
Environmental groups
Technology companies

Companies Attending So Far:

Aditya Marine M/S.
A. P. Møller - Maersk Group
Barwil Agencies (N.A.) Inc.
Bear Stearn
BP Marine Ltd.
Carnival Corp.
Chemoil Corp.
Chevron Corp. - Famm
Citigroup
Connecticut Maritime Association
DNV Petroleum Services
Goldman Sachs International
Hanjin Shipping
Kotram Nig. Ltd.
Lamip Investment Ltd.
Lehman Brothers
New York Mercantile Exchange (NYMEX)
Ocean Intelligence
O.W. Risk Management
Petromedia Limited
Platts
Poton & Partners Inc
Propulsion Dynamics Inc.
RCG International Marine
Seacurus
TECO Ocean Shipping
Voestalpine Rohstoffbeschaffungs GmbH
World Fuel Services

Wednesday, 15 November

18:00 – 20:30 Opening Reception and Registration



Thursday, 16 November

7:45—9:30 Business Breakfast



Chairperson's Introduction:

9:30 – 9:50

Gerry Bushey, Manager, Marine Fuel Purchasing, General Maritime Corp.

Welcome Speech:

9:50 – 10:20

Peter Drakos, President, Connecticut Maritime Association

10:30—11:00 Coffee & Networking



Session 1: Cause and effect: Oil's new price dynamics for the bunker sector

11:00—11:20

Barbara Pickering, Vice President, Residual Fuel- Americas, Chevron Corp. Famm: *Squeeze at the bottom of the barrel – Refining priorities.*

11:20—11:40

Bill Rooney, Managing Director, Hanjin Shipping (Americas): - *New fuel procurement dynamics – The effect of bunker fuel prices rises for the shipping sector.*

11:40—12:00

Mizuho Securities: *Bunker fuel: a new commodity*

12:00—12:20

Joseph Raia, Senior Vice President, New York Mercantile Exchange: *Price drivers – the increasing role of the trading platform in the marine fuel sector.*

12:20—12:40

Q&A

12:40—13:40 Lunch

Session 2: The inside track: A marketer's perspective of marine fuel price trends and patterns

13:40—14:00

Vince Kyle, Vice President & GM Marine Lubricants, Chevron Corp. - Famm: *Marine lubricant price drivers – mitigating procurement risk amid rapidly changing marine lubricant landscape.*

14:00—14:20

Xavier Cronin, Editor, Platts Oilgram Price Report, Platts: *The rise and rise of bunker fuel prices – a statistical view of shipping's new conundrum.*

14:20—14:40

Adrian Tolson, Vice President, Sales & Marketing, Chemoil Corp. - *Economies of scale: How a global supply chain can provide cost efficiency for independent suppliers.*

14:40—15:00

Megan McCurdy, Consultant, Fuel Oil, Poten & Partners: *Raising the stakes: Securing product supplies for the marine sector in a low sulphur environment.*

15:00—15:20

Q&A

15:20—15:40 Coffee & Networking



Session 3: Fuel efficiency: Surpassing performance expectations to achieve cost goals

15:40—16:00

Prof. Colin Hill, University of Southern California: *The increasing role of additives in developing fuel efficiency.*

16:00—16:20

Jorn P. Winkler, Managing Director, DK Group: *Reducing costs and increasing fuel efficiency through improved ship design.*

16:20—16:40

Torbjorn Lie, Business Development Consultant, DNV Petroleum Services - *Cost versus performance - working to achieve fuel performance.*

16:40—17:00

Poul Korsgaard, President (Americas) MAN B&W, *Achieving fuel cost goals through engine design technology.*

17:00—17:20

Q&A

Session closed

Evening Dinner Reception

19:30—22:00



Just minutes walk from the Marriott Finance Center, Battery Gardens Restaurant is a beautiful waterfront facility offering panoramic views of New York Harbor, the statue of Liberty, Ellis Island and more. The ultimate waterfront facility in Manhattan.

Friday, 17 November

7:30—9:00 Business Breakfast



Session 4: Risk Management Special Session:
Achieving value in marine fuel purchasing: Avoiding risk through strategic procurement

9:00—9:20

The global trader. Wade DeClaris, Vice President of Business Development, World Fuel Services: *Negating high costs and volatility: Shifts and patterns in fuel procurement strategies.*

9:20—9:40

The oil major. Ebony Smith, Global Derivatives Origination & Marketing, BP Finance and Energy Risk Management: *Hedging: A user's guide.*

9:40—10:00

The global independent. Søren Christian Meyer, Key Account Manager, OW Bunker Risk Management: *Hedging strategies for 2007 and beyond.*

10:00—10:45

Panel Discussion: Risk Management explained.

10:45—11:30 Coffee & Networking



11:30—13:30 Tour of New York Mercantile Exchange



13:00—14:30 Lunch

Session 5: Market Intelligence Special Session:
Assessing future fuel procurement needs

14:30—14:50

Adam Dupre, Managing Director, Ocean Intelligence: *The need for transparency – The role of market intelligence in risk management*

14:50—15:10

Dave Culp, President and CEO, KiteShips: *Achieving fuel cost goals through sail technology.*

15:10—15:30

Nicholas Maddalena, Director, Seacurus: *Insuring against risk in the marine fuel sector: The need for insurance in an increasingly volatile market place.*

15:30—16:00

Panel Discussion: Market Intelligence explained.

16:00

Chairperson's closing remarks

Close



Online

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bunkerworld forum

squeezing the bunker barrel

15 - 17 November, Marriott Hotel, New York

Easy Ways to Register

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Venue Details

New York Marriott Financial Center
85 West Street
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Toll Free: 1 800 242 8685

Hotel reservations must be made directly with the hotel. A reduced room rate of **USD\$285** (Single/Double occupancy) has been negotiated and space is limited. To reserve a room, please call the Hotel's Reservation Department on **+1 212 266 6145** and indicate that you will be attending the Bunkerworld: Squeezing the Bunker Barrel Forum.

DELEGATE DETAILS (for ease, attach your business card) Please photocopy form for multiple bookings

(Mr/Mrs/Ms/Miss/Dr) Family Name	<input type="text"/>	Forename	<input type="text"/>
Business Email	<input type="text"/>	Tel	<input type="text"/>
Fax	<input type="text"/>	Job title	<input type="text"/>

COMPANY DETAILS

Name of Company	<input type="text"/>	Address	<input type="text"/>
Department	<input type="text"/>		<input type="text"/>
City	<input type="text"/>	Postcode	<input type="text"/>
Nature of Company Business	<input type="text"/>	Country	<input type="text"/>

PRICES & PAYMENT INFORMATION

Conference fee:	US\$1145	<input type="checkbox"/>	Please charge my credit	VISA <input type="checkbox"/>	Mastercard <input type="checkbox"/>	AMEX <input type="checkbox"/>
Ship Operators Reduced rate:	US\$975	<input type="checkbox"/>	Card no.	<input type="text"/>	Expiry Date	__/__/__
Conference fee (non-profit organisation):	US\$545	<input type="checkbox"/>	Card Holders Name	<input type="text"/>		

I am unable to attend but would like to access to video and audio footage of the forum presentations:	US\$295	<input type="checkbox"/>	Signature	_____	Date	__/__/__
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Any special requirements, please specify

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Terms and Conditions

FEE: This includes all sessions, lunch, refreshments and available documentation. Bookings made after September 1 must be accompanied by a credit card confirmation.
CANCELLATIONS: Cancellations received in writing before September 1 will be subjected to a service charge of \$195. It is regretted that cancellations received after this time cannot be accepted and are subjected to full event free. Substitutions are welcome any time.
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