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
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 Stream
BP Marine Ltd.
Carnival Corp.
Chemoil Corp. - FAMM
Chemgroup
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
Poten & 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

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

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

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

9:20—9:40

9:40 —10:00

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
Easy Ways to Register

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Venue Details

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New York, New York 10006  
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F: +1 212 385 9174  
Toll Free: 1 800 242 8685

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

(Mr/Mrs/Ms/Miss/Dr) Family Name  
Forename  
Business Email  
Tel  
Fax  
Job title

COMPANY DETAILS

Name of Company  
Address  
Department  
City  
Postcode  
Country

PRICES & PAYMENT INFORMATION

Conference fee:  
US$1145

Ship Operators Reduced rate:  
US$975

Conference fee (non-profit organisation):  
US$545

Please charge my credit  
VISA  
Mastercard  
AMEX

Card no.  
Expiry Date __/__/__

Card Holders Name

Signature _____________________________ Date __/__/__

Yes I agree to the terms and conditions as stated on this form

Delegates who do not pay with their booking are requested to provide a copy of bank transfer / credit card / cheque details to help payment allocation. Staff at the event will request a credit card guarantee for delegates without proof of payment.

Any special requirements, please specify

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.

ARE YOU REGISTERED? You will always receive an acknowledgement of your booking via email. If you do not receive anything please email us at: newyork2006@bunkerworld.com to make sure we received your booking.

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