



FUJCON 2017

# The 10<sup>th</sup> International FUJAIRAH BUNKERING & FUEL OIL FORUM (FUJCON 2017)

Driving Transformation Across The Bunkering Supply Chain

27 – 29 March 2017, Al Diar Siji Hotel, Fujairah, UAE

Under the Patronage of  
His Highness Sheikh Hamad Bin Mohammed Al Sharqi  
Member of the UAE Supreme Council and Ruler of Fujairah

## DAY ONE: MONDAY, MARCH 27, 2017

1700 FUJCON Pre-Registration

1900 Opening Reception hosted by

**S&P Global**  
Platts

## DAY TWO: TUESDAY, MARCH 28, 2017

0800 Registration and Coffee

0900 - 1050 **Official Opening & Keynote Addresses**



With the Presence of  
HH Sheikh Mohammed Bin Hamad Bin Mohammed Al Sharqi

### **Opening Remarks by Conference Chairman**



- Mr Mohammed Obaid Bin Majid Al Aleeli, Director General, Fujairah Department of Industry & Economy, Government of Fujairah & Board Member, National Bank of Fujairah, UAE

### **Welcome Address**



- Dr Mohammed Saeed Al Kindi, Chairman of the FUJCON Steering Committee

### **Keynote: State-of-the-Crude Oil Market Outlook**



- Dr Fereidun Fesharaki, Chairman, FGE

### **Keynote: State-of-the-Fuel Oil Industry Address**



- Mr Christopher Bake, Executive Committee & Head of Origination, Vitol Group, UK

## Keynote: State-of-the-Technology Address



- **Mr Michael Cleveland**, Global Business Director-Refining, UOP LLC, a Honeywell Company, USA

1050 Question & Answer

*Keynote timings may be subject to change*

1100 Coffee Break hosted by



## Session I: THE SHIPPING OUTLOOK: OPPORTUNITIES & CHALLENGES

1130



**Chair: Capt Gamal Fekry**, CEO, Red Sea Marine Management DMCC, UAE

Panel:



➤ **Eng Rashed Al Hebsi**, CEO, Tasneef, UAE



➤ **Capt Harihar Prasad**, Managing Director, McQuilling Partners Inc & Board Member, Institute of Chartered Shipbrokers ME, UAE



➤ **Ms Sanaz Taransari**, Commercial Manager, Seaport International Shipping Company LLC, UAE



➤ **Mr Rakesh Sharma**, GM Bunkers, Pacific Basin Shipping HK Ltd, Hong Kong



➤ **Mr Martin Laue Brodersen**, Head of Bunkers Department, TORM A/S, Denmark

### Discussion Points:

- Oil price volatility & its impact on different classes of shipowners
- Is oil moving in the same quantities?
- Emerging markets - China - Current economic environment & bunkering markets
- Are low bunker prices supporting tanker earnings or are softening freight rates creating a negative impact on the tanker market?
- Preparation for implementation of the 0.5% sulphur cap
- Growth of inspection & classification services in the Middle East

1210

Conference Luncheon I hosted by



## Session 2: FUJAIRAH BUNKER OPERATORS' PANEL

1400



**Chair: Capt Mayed Alameiry**, Deputy Harbour Master, Port of Fujairah, UAE

Panel:



➤ **Capt Taleb Saeed Al Yammahi**, Deputy Harbour Master, Port of Fujairah, UAE



➤ **Mr Andrew Laven**, Managing Director, Bomin Oil DMCC, UAE



➤ **Capt Qaisar Qayyum**, Bunkering Operations Manager, VTTI Fujairah Bunkering, UAE



➤ **Mr George Gaviotis**, Director, Oil Marketing & Trading International, UAE



➤ **Capt Paul Nix**, General Manager, Terminal Operations, Gulf Petrochem, UAE

### Discussion Points:

- Low sulphur fuel oil bunker delivery at Port of Fujairah
- Pricing trends for bunker fuel in the short to medium term and what is the impact from low sulphur fuel regulations
- Dedicated berths for bunker barge loading at the Port
- LNG Bunkering

## Session 3: TRADING/RISK MANAGEMENT & OIL STORAGE DEVELOPMENTS

1500



**Chair: Mr Bora Bariman**, Head of Energy & Marine, National Bank of Fujairah, UAE

Panel:



➤ **Mr Yusr Sultan**, MD-Terminals, Emirates National Oil Company (ENOC), UAE



➤ **Mr Cem Saral**, Group CEO, Cockett Marine Oil DMCC, UAE

➤ Senior Representative, Dubai Mercantile Exchange, UAE



➤ **Dave Ernsberger**, Global Head of Oil Content, S&P Global Platts, UK



➤ **Mr Malek Azizeh**, Commercial Director, Fujairah Oil Terminal, UAE



➤ **Capt Salem Al Hamoudi**, Deputy Manager of FOTT, Port of Fujairah, UAE

**Discussion Points:**

- Future prospects of Fujairah's place in the trading landscape
- Looking at price risk management strategies in the current/upcoming environment
- DME's fuel oil contracts for Fujairah/Price structure for Fujairah
- Storage & terminal developments in Fujairah

1600

Coffee Break hosted by

**Session 4: MARINE FUEL QUALITY & OPERATIONAL EXIGENCIES**

1630

**Chair: Dr Salem Khalil, Technical Advisor, Government of Fujairah, UAE**

Panel:



- Senior Representative, International Bunker Industry Association, UK
- **Mr Usman Muhammad**, Product Manager, FOBAS, Lloyds Register EMEA, UK



- **Capt Rahul Choudhuri**, MD, Asia, Middle East, Africa & South Asia, Veritas Petroleum Services, Singapore



- **Mr Ara Barsamian**, President, Refinery Automation Institute, USA



- **Mr Vivek Vijayaraghavan**, Technical Support Supervisor, Intertek ShipCare, UK

**Discussion Points:**

- Fuel management challenges – past, present & future
- New rules on ISO 8217 – Are these favourable to shipowners & operators? New set of distillate grades introduced – DFA, DFB & DFZ – Raising of FAME content
- Preparing for 2020, the impacts of MEPC 70 what are the implications for the future ? Can we predict 2020 based on ECA experience? Impacts of global 0.50% sulphur limit
- Impact of MEPC 70/Sulphur cap regulations to the Middle East supply chain
- Viability of ULSFO's/hybrid fuels on a global scale
- Pre-testing & testing procedures to reduce the incidence of low quality & non-compliant fuel

1715

Close of Day One

2000

Conference Dinner hosted by



## DAY THREE: WEDNESDAY, MARCH 29, 2017

0855

Session Chairman's Opening Remarks

### Session 5: LEGAL REQUIREMENTS OF THE BUNKER INDUSTRY

0900



**Chair:** Ms Jasamin Fichte, Managing Partner, Fichte & Co, UAE

Panel:



➤ **Mr Grant Hunter**, Head of Contracts & Clauses, BIMCO, Denmark



➤ **Ms Rania Tadros**, Managing Partner, Ince & Co Middle East LLP, UAE



➤ **Ms Suha Obaid**, Strategic Planning Director, Folk Shipping LLC & Folk Energy LLC, UAE



➤ **Mr Richard Briggs**, Executive Partner, Hadeef & Partners, Board Member, Emirates Maritime Arbitration Centre, UAE

#### Discussion Points:

- OW Bunker – Court's ruling under Res Cogitans in favour of OW – What is the impact on bunker contracts for shipowners & operators for protection against paying for the same fuel twice?
- What is the UAE Court's approach to ING's claims over OWB's receivables
- BIMCO Terms 2015 after the OW Bunker collapse
- Role of the new Emirates Maritime Arbitration Centre & how UAE/Fujairah bunkering & offshores industries can use EMAC

### Session 6: ENVIRONMENTAL REGULATIONS & COMPLIANCE

0945



**Chair:** Mr John Mittelstein, Former Marketing Manager, Port of Fujairah, UAE

Panel:



➤ **Capt Dr Clive Sheard**, Master Mariner/Regional Marine Manager for Noble Denton Marine Services, DNV GL - Oil & Gas Middle East and India



➤ **Mr William Tan**, Vice President, Miyabi Industries Pte Ltd, Singapore



➤ **Mr John Vautrain**, MD, Vautrain & Company Pte Ltd, Singapore



➤ **Mr Abdoulaye Diouf**, Regulations & Technical Solutions of LNG as Fuel/LNG Bunkering Business Developer, GTT, France

**Discussion Points:**

- How are new sulphur cap requirements and availability of compliant fuel being perceived by the industry; how will the industry respond during the period of transition?
- Will there be a big demand shift to middle distillates?
- What will be the take up of scrubbers?
- How will refineries in the Middle East respond to the demand for low sulphur fuels?
- Will refineries replace production of fuel oil with more valuable fuels such as diesel & gasoline?
- Mandatory requirements for ships of 5,000 gross tonnage & above to record and report fuel consumption
- IMO's road map for addressing the shipping industry's CO2 emissions

1030

Coffee Break hosted by



## Session 7: LNG AS A MARINE FUEL/LNG BUNKERING: OPPORTUNITIES & CHALLENGES

1100



**Chair: Mr Geoffroy Beutter**, Business Development Manager, Africa & Middle East, GTT France

Panel:



➤ **Capt Mousa Morad**, General Manager, Port of Fujairah, UAE



➤ **Mr Laurant Wetemans**, General Manager, LNG Fuel, Shell International BV, Netherlands



➤ **Mr Mohamed Zaitoun**, Assistant Vice President, New Building Technical Projects, United Arab Shipping Company, UAE



➤ **Mr George Moustakas**, General Manager, Aegean Fujairah Bunkering, UAE

**Discussion Points:**

- Should regional policies be a driver to foster LNG as Fuel? (Eg as for EU-TEN-T). How should the GCC respond?
- Are existing bunkering hubs Houston, Singapore, Rotterdam & Fujairah, likely to be future LNG bunkering spots? What drivers are needed ?
- How should a port of call provide incentives towards clean fuel esp. for LNG, eg. discount on port fees, etc ?
- Shore to Ship/Ship to Ship/Jetty to Ship/Bunkering during Commercial operations en route - What would be the most convenient way for LNG Bunkering ?
- Reviewing the availability of LNG, the maturity of infrastructure, distribution network and bunkering facilities
- Are LNG suppliers/sellers/traders really aware of the shipowners' rationale, psychology and constraints for availability, infrastructure, distribution & bunkering facilities and how should this be addressed ?

1145

Conference Closing Remarks



- **Mr Mohammed Obaid Bin Majid Al Aleeli**, Director General, Fujairah Department of Industry & Economy, Government of Fujairah & Board Member, National Bank of Fujairah, UAE

1200	Conference Luncheon II hosted by	
1330	Fujairah Port Medical Centre Visit hosted by	
1430	Offshore Anchorage Site Visit hosted by	