



FUJCON 2017

The 10th 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-Global 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**, Vice President-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



➤ **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



➤ **Mr Paul Young**, Head of Energy Products, Dubai Mercantile Exchange, UAE



➤ **Mr Dave Ernsberger**, Global Head of Energy Pricing & Co-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:



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



➤ **Mr Nigel Draffin**, Independent Consultant & Member of the Board, International Bunker Industry Association, UK



➤ **Mr Usman Muhammad**, Product Manager, FOBAS, Lloyds Register EMEA, UK



➤ **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
- Preparing for 2020, the impacts of MEPC 70 and what are the implications for the future ? Can we predict 2020 based on ECA experience? Impacts of global 0.50% sulphur limit
- The New ISO 8217 : 2017 - Setting the Scene for Future Fuels
- Impact of MEPC 70/Sulphur cap regulations on 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
At the Hilton Fujairah Poolside



أكرون للتجارة والمواصلات
AKRON TRADE AND TRANSPORT

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 & President of WISTA, UAE

Panel:



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



➤ **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?
- 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 & offshore 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**, Market Development Manager/LNG Lead Process Operations, 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

