

PETROSPOT

MARITIME WEEK AMERICAS

FORT LAUDERDALE • 23-27 MAY 2016

POST-EVENT REPORT



www.maritimeweekamericas.com

DIAMOND SPONSOR



PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



ASSOCIATE SPONSORS



SUPPORTING ORGANISATIONS



MEDIA PARTNERS





MWA IN NUMBERS

3,092 unique visits to MWA2016 webpage

161 attendees

108 app users

27+ nationalities registered for the event

15 Major sponsors

4 Media partners

4 Training courses

3 Supporting organisations

“Great event and sharing of insights”

World Fuel Services



MWA OVERVIEW

Dear Colleague

I am delighted that *Maritime Week Americas 2016* proved to be such a success, coming as it did for the first time, to Fort Lauderdale, Florida on the shore of the Atlantic Ocean, only a stone's throw from Port Everglades, one of the most important cruise, petroleum and container ports in the Americas.

The specially-arranged tour of the port, including an invitation to visit the Harbourmaster's control tower with its commanding views, will be remembered as one of the many highlights of the week.

Maritime Week Americas continues to be the biggest and most popular bunkering event in the Americas, and once again brought together bunker suppliers, traders and buyers – and related maritime professionals – from every part of North, South and Central America and the Caribbean and also attracts key players from Europe, Africa, Middle East and Asia-Pacific.

It always gives me and my team at Petrosport great pleasure to welcome back the many friends who over many years have kindly

supported *Maritime Week Americas* in Panama, Cartagena, Miami and Fort Lauderdale, and also to welcome those delegates for whom this was a new experience.

As always, the strength and depth of the conference programme, the expertise of its speakers, the variety of professional training courses and workshops on offer, and the range of social networking events that took place during the week, made a big and hopefully long-lasting impression.

Maritime Week Americas 2017 will take place in Miami, at the fabulous Ritz-Carlton, South Beach. The conference will again focus on the most pressing issues in bunkering, from planning for the global sulphur cap in 2020 to examining fuel strategies within the cruise industry, examining the progress of LNG bunkering and looking at changing patterns in fuel quality and specifications. It will also look at bunkering opportunities within the region, highlighting those areas that are now emerging as key refuelling locations of the future.

Training is an essential ingredient of every *Maritime Week Americas*. In 2017 we are offering a variety of courses from the Petrosport Academy: the two-day *Oxford Bunker Course (Advanced Commercial)*; two interactive half-day workshops, *Bunker Price Risk Management* and *Bunker Dispute Resolution*, plus IBIA's *Basic Bunker Course* and IBIA's *Mass Flow Meter workshop*.

With a reputation for attracting some of the most important decision-makers from throughout the Americas and beyond, and for organising some of the most spectacular parties, *Maritime Week Americas 2017* has all the ingredients to be another fabulous success.

See you in Miami in May!

A handwritten signature in black ink, reading 'Llewellyn Bankes-Hughes'. The signature is fluid and cursive, with the first name 'Llewellyn' being more prominent and the last name 'Bankes-Hughes' following in a similar style.

Llewellyn Bankes-Hughes

Managing Director, Petrosport Limited

MARITIME

FOR TRADE

www.maritimeweekamerica.com



*Nigel Draffin, Technical Consultant, Lecturer and Author,
Board member, International Bunker Industry Association (IBIA)*

SPEAKER PRESENTATIONS

A SUMMARY

Seizing the opportunities of a market in transition

Adrian Tolson, Senior Partner, 20|20 Marine Energy

'The Marine Fuel industry has never faced the myriad of challenges and complexities that it does today. Perfect storm of low freight rates, tough economic headwinds, low oil prices and significant regulatory change. Despite this, there are real opportunities for all within the marine energy supply chain. But it takes a fundamental understanding of what those changes are; how they impact your organisation, and what you must do to adapt and change.'

Coping with the global sulphur cap

Nigel Draffin, Technical Consultant, Lecturer and Author, Board member, International Bunker Industry Association (IBIA)

'Trade will continue to grow (about 2.5% pa from 9,800 million mt in 2014). Bunker demand will grow (about 1.25% pa from 250 million mt in 2014). BUT: All of the bunker growth will be in Asia, Mid East and Africa. Med, Europe and South America will be flat and North America will shrink. Just remember - the USA consumes 45% of the world gasoline and has more coking capacity than anywhere else. It has no real interest in residual fuel production. There will be a continuing growth in demand. There will be a growth in alternative fuel sources. Scrubbers and LNG will both make significant contributions. Beyond 2035 ? Who knows? But expect the unexpected.'

"This year was very informative. I loved that it really focused on bunkers and every aspect of it. Already excited about next year!"

Buckeye Bahamas Hub (BORCO)



*John Stirling, Marine Technical Quality Manager,
World Fuel Services Europe, Board member,
International Bunker Industry Association (IBIA)*

Bunker measurement and claim trends

John Stirling, Marine Technical Quality Manager, World Fuel Services Europe, Board member, International Bunker Industry Association (IBIA)

'No measurement is exact! All test methods have an inaccuracy. Calculated AND accepted before the method is taken into use. Inherent in the use of the standard. Sampling is still contentious..... Statutory vs Commercial. MEPC 182/59 Vs ISO 13739. We must use industry accepted commercial practise to compare to the specification. On or off spec? If it's in the Grey, it's ok A need to standardise the industry! IMO Verification process Vs Commercial test uncertainty. IMO should re-consider 4259. EVEN IF off specification, how do we handle the process?'

West Coast and Canada – Impact of Panama Canal

Keith Richardson, Director of Supply, Aegean Bunkering USA

'Labour Issues: US WEST coast port employers have formally proposed an extension of the current longshore workers' contract in an anticipated move to restore confidence in terminals along the Pacific seaboard. The Pacific Maritime Association, which represents ocean carriers, terminal operators and stevedores, confirmed at the weekend that a letter had been sent to the International Longshore and Warehouse Union suggesting that the two sides consider extending the existing contract beyond July 2019.

Carb Rules: Vessel Operator/Bunker Buyers should be aware that the California Air Resources Board (CARB) has concluded that vessel's in Californian waters cannot use bunker abatement technology and low Sulphur residual fuel oil to achieve the 0.1% Sulphur limit for marine fuel. Vessels calling in California ports may only use Marine Distillate and Marine Gasoil within 24 miles of the California coast. The decision will be revisited 2018.'

“Presentation material and content very current.
Indication of well researched material”

Consolidated Ventures Ltd



*Mike Scanlon
Yacht Manager, Burgess Yachts*

Refuelling superyachts New Build Market the operational requirements

Mike Scanlon, Yacht Manager, Burgess Yachts

'Reported on the growth of superyachts:

- 431 superyachts under construction worldwide
- 76% in Europe, mostly in Italy. Sunseeker and Princess are the biggest in the UK
- Largest are built in Germany
- Asia is catching up in the USA (26 new builds vs. 34)
- Bigger, better and more – 42% of new builds are over £45m and more than ever are £100m+'

“Petrospot did another fantastic job bringing together industry leaders for an informative and engaging conference. It was the perfect combination of analysis of industry trends and networking opportunities”

Simms Showers LLP

“Arte Bunkering had a great pleasure welcoming MWA to Fort Lauderdale this year. The event has been a staple in the bunker industry for several years and brings in many bunker professionals from around the world. MWA never fails to offer great opportunities to network, make new valuable connections, get important updates of the industry happenings, catch up with old friends and just enjoy the excellent venues and masterfully-organized events. Perfect recipe to combine work and play!

Kudos to the entire Petrosport team for making MWA such a success every year and looking forward to the next event.”

Seva Tkachenko, Managing Director, Arte Bunkering LLC



COMPANIES ATTENDED

20|20 Marine Energy, USA

A

Aegean Bunkering USA, USA

Aegean Marine Petroleum Network Inc., USA

AGNAMAR - Transfuel Group, Ecuador

Arbutus Point Marine Ltd, Canada

Argus Media Ltd, USA

Arte Bunkering LLC, USA

Aspect Enterprise Solutions, USA

B

Buckeye Bahamas Hub (BORCO), Bahamas

Barrett Oil Distributors, USA

Bomin Bunker Oil Corporation, USA

Burgess Yachts, USA

C

CFA Financial LLC, USA

Canden Marine Fuel Services Ltd, Canada

Caribbean Industrial and Lubricants Corp., USA

Carnival Corporation, USA

Cemza, Mexico

CEPSA Panama S.A., Panama

Ceramatec, USA

C-Fuels America LLC, USA

ChevronTexaco, USA

Chimbusco Pan Nation Petro-Chemical Co. Ltd, Hong Kong

ClearLynx LLC, USA

Clipper Oil, USA

Codis S.A., Colombia

Consolidated Ventures, Ghana

Copec, Chile

Corpetrolsa S.A. Servamain Group, Ecuador

Corporacion Primax S.A., Peru

Curoil N.V., Curaçao

D

A/S Dampskibsselskabet Torm, Denmark

Dan-Bunkering (America) Inc., USA

DLA Energy, USA

E

Empresas Taylor, Chile

Endofa DMCC, UAE & USA

Enermar, Mexico

G

Gaztransport & Technigaz / GTT, USA

Glander International Inc., USA

GT Bunkers, Guatemala

H

Hanwa Co. Ltd, Japan

Höegh Autoliners A.S., Norway

I

Inatech Americas Inc., USA

Integr8 Fuels Inc., USA

Intermaritime Group, Panama

International Bunker Industry Association (IBIA), UK

INTL FCStone, USA

C.I. International Fuels Ltda, Colombia

Inventory Locator Service, LLC - ILS, USA



K

Kamca Trading S.A., Switzerland
Korea Ocean Energy Co. Ltd, South Korea
KPI Bridge Oil Inc., USA
Kropp Holdings Inc., USA

M

MareMundi Consulting Inc., Panama
Marine Bunker Exchange (MABUX) AB,
Sweden
Military Sealift Command, USA
Monjasa Inc., USA

N

Navalmex Combustibles S.A. de CV, Mexico

O

Oceanbat S.A., Ecuador
OceanConnect Marine Inc., USA
Oiltanking, Panama
Openlink, USA
Organización Terpel S.A., Colombia

P

Peninsula Petroleum, USA & Uruguay
Petroamerica Terminal S.A., Panama
PetroBunkers, Colombia
Petrocosta C.I. S.A., Colombia
Petrojam Ltd, Jamaica
Petrolera Nacional, Panama
Petrotec Bunkering (JA) Ltd, Jamaica
Platts, UK & USA
Plaza Marine Group, USA
Port Everglades Authority, USA

Q

C.I. Quality Bunkers Supply SAS, Colombia
Quinn Oil Company Ltd, Panama

R

Reiter Petroleum Inc., Canada
Risler S.A., Argentina
Royal Caribbean Cruises Ltd (RCCL), USA

S

Seatrade, Colombia & Panama
Shell Trading (US) Company Inc., USA
Ship Supply of Florida Inc., USA
Simms Showers LLP, USA
Sol Caribbean Ltd, Barbados
Sol Suriname NV, Suriname

T

Toyota Tsusho Petroleum Pte Lt,
Trafigura Pte Ltd, Panama
Transfuel Group , Ecuador
Triton Energy of Panama Inc., USA
Tropic Oil Company, USA

U

Ultrana, Chile

V

Van-Oil Petroleum Ltd, Peru
Vopak Latin America, Panama
VPS Testing & Inspection Inc., USA
VT Shipping International, Panama

W

West Indies Petroleum, Jamaica
Wharton Law Firm, Panama
World Fuel Services, USA, UK & Costa Rica

Y

YPF S.A., Argentina



MARITIME WEEK AMERICAS

WE LOOK FORWARD TO SEEING
YOU IN MIAMI, 22-25 MAY 2017

The MWA 2016 app is still live and will provide
you with: the attendee directory, programme,
speaker bios, sponsors
and exhibitors



FOR FURTHER INFORMATION PLEASE
CONTACT OUR EVENTS TEAM

Petrospot Limited
Petrospot House, Somerville Court, Trinity Way, Adderbury,
Oxfordshire OX17 3SN England

T: +44 1295 81 44 55
E: events@petrospot.com



www.petrospot.com