

# MIDDLE EAST BUNKERING CONVENTION

## DUBAI

## 5-8 MARCH 2018

INTERCONTINENTAL DUBAI MARINA

[www.petrospot.com/mebc](http://www.petrospot.com/mebc)

## READY FOR CHANGE!

### Package Sponsorship

#### 1 PLATINUM - SOLD

- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Sponsor of the Evening Reception (Wednesday 7 March)
- Receive 4 complimentary delegate registrations

#### 2 GOLD - £10,500

- Exclusive sponsorship of one of two networking breaks - Wednesday Lunch or Thursday Lunch
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

#### 5 SILVER - £6,500

- Sponsorship of one of five prime networking coffee breaks
- Receive 2 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

#### BRONZE - £3,500

- Bronze Sponsorship guarantees extra exposure while remaining within budget.
- Receive 1 complimentary delegate registration
- Your logo will be on all marketing and advertising collateral (online & offline).

### Individual Sponsorship

Lanyards and Badges	SOLD
Delegate Bags	£7,000
Caps	£5,000
Notepads and Pens	£7,000
Bottled Water	£7,000
Delegate Folders	£5,000

### Exhibit

#### TABLE EXHIBIT - £2,000

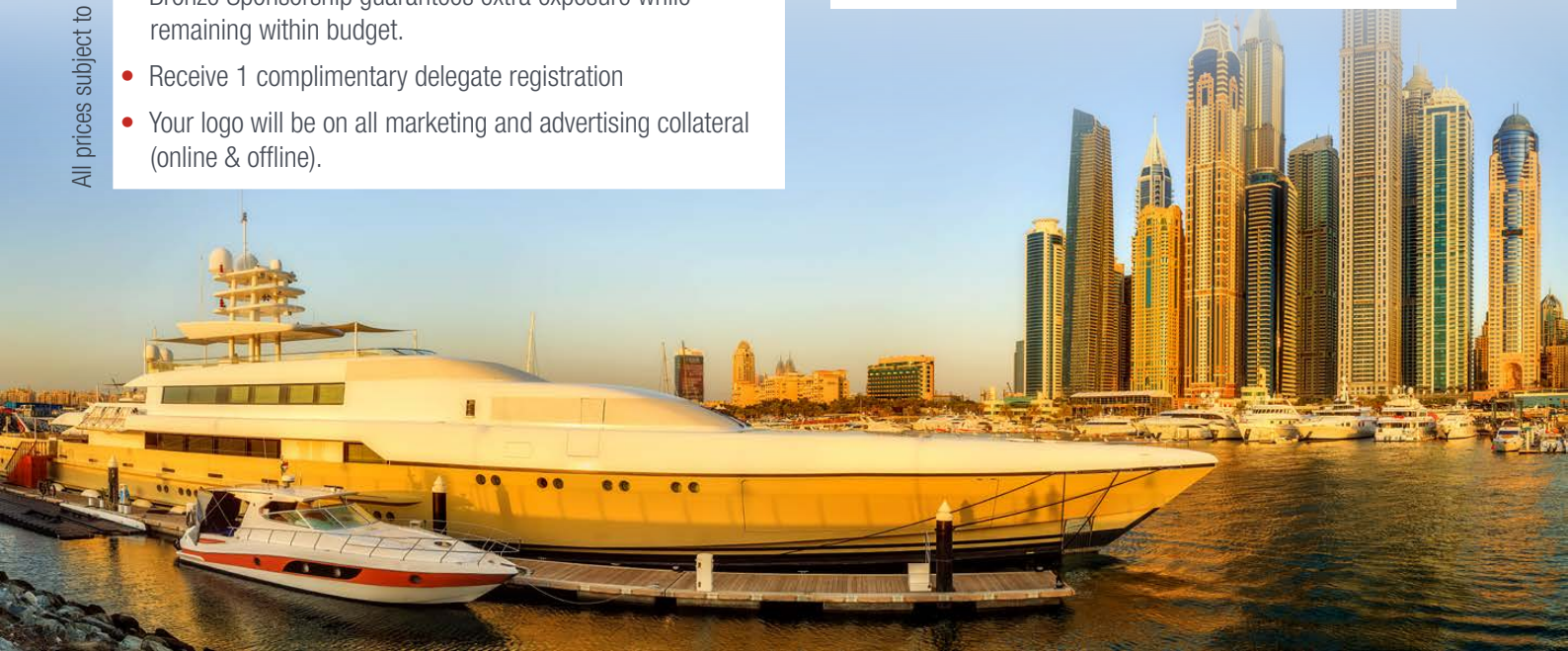
- 1 Skirted table
- 2 Chairs
- Wastepaper bin
- Electric point

### Registration

#### Standard

Conference Pass:	£950
Oxford Bunker Course (Advanced Commercial):	£1,295

All prices subject to change.



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The third annual *Middle East Bunkering Convention* provides a major forum for discussion about the key challenges facing the region's marine fuels sector, as well as the opportunities for established and emerging ports and industry players.

The event will also consider how changes on a global scale, such as fuel availability and the redrawing of traditional commodity trade flows, will affect the bunker suppliers, traders and buyers who do business at Middle East ports.

## The event will debate the key questions:

- How will 2020 impact on suppliers and traders in the Middle East?
- How are fuel buyers in the region preparing for the global sulphur cap?
- Bunker fuel quality and specs – is there trouble ahead?
- Fuel supply and demand – will bunker hubs in the Middle East be ready to offer required fuel grades and lubes?
- Can Middle Eastern ports learn from commercial and operational practices introduced at other global bunker hubs?
- Which are the emerging bunker ports in the Middle East, and how will established ports respond to new 'competition'?
- What will be the key points of concern for lawyers and credit managers during 2018?

## The conference programme will also include:

- Specialist high level training via the world-renowned two-day *Oxford Bunker Course (Advanced Commercial)*
- Petrospot Bunker Surgery: 'free' expert and legal advice, open to all participants.

## INTERCONTINENTAL DUBAI MARINA

Petrospot has negotiated special room rates for delegates for the nights of 5-8 March 2018 at the Intercontinental Dubai Marina Hotel:

- **Deluxe Room Single - 1,020 AED\***
- **Deluxe Room Double - 1,200 AED\***

Should you wish to book accommodation at the InterContinental Dubai Marina Hotel, please send an email to [res.icdubaimarina@ihg.com](mailto:res.icdubaimarina@ihg.com) with your booking details, quoting "MEBC Conference" as the booking code in order to secure this rate.

\*Rates also include 10% municipality fee, 10% service charge but are exclusive of 5% VAT (from 1 January 2018) and 20 AED Tourism fee per bedroom per night.

PLATINUM



سلطة مدينة دبي الملاحة  
DUBAI MARITIME CITY AUTHORITY

SILVER



مركز الإمارات للتحكيم البحري  
Emirates Maritime Arbitration Centre



Endress+Hauser  
People for Process Automation

BRONZE



BADGES AND LANYARDS



SUPPORTING ORGANISATIONS



MIDDLE EAST MARITIME MEDIA PARTNERS



MEDIA PARTNERS

