

# MARITIME WEEK AMERICAS

RECOVERY POSITION: THE  
WAY BACK FOR SHIPPING  
AND BUNKER MARKETS

#MWA22

## GUIDE TO CONFERENCE SPONSORSHIP







**HILTON  
PANAMA**

**BOOK  
HERE**

## ABOUT MWA PANAMA 2022

The sudden and unexpected arrival of the Covid-19 pandemic has had a devastating impact on the world's economy and its people. Global supply chains have been disrupted, container rates have risen exponentially, the cruise industry has been dealt a near fatal blow, and ports worldwide have faced unprecedented delays. But despite the huge logistics and personnel challenges caused by the pandemic, the strategically important shipping and bunkering sectors have had no option but to work throughout this difficult period. Nowhere is this more evident than in Panama, the venue for *Maritime Week Americas* in May.

For the first time ever, the Panama Canal broke the 500 million tonnage barrier last year. Sales figures for 2021 suggest that Panama's bunker sales are on the path to recovery from the mid-2020 slump, when the Covid -19 disruption was having its biggest impact on shipping activity and bunker demand. Sales volumes could also see a fillip from the start of supply operations at the Cristobal outer anchorage which began in March 2021. Furthermore, global economic and shipping activity is now increasing, which should support the bunker market generally.

*Maritime Week Americas* will investigate how Panama – and the Americas in general – has negotiated the pandemic and how the shipping and bunkering sectors have fared. It will look at how the Panama Canal, inaugurated 107 years ago and successfully expanded just five years ago, continues to play such an important role in world trade. But it will also examine shipping and bunker markets throughout the Americas, including the supply and demand of new fuels and technologies.

### INTERESTED IN SPEAKING?

Please email Llewellyn Bankes-Hughes:

**LBH@petrospot.com**

# THE WEEK WILL INCLUDE:

1.

## TRAINING COURSES

**Monday 23 May 2022:**

### AN INTRODUCTION TO SHIPPING AND BUNKERING

Internationally renowned shipping and bunkering expert Nigel Draffin covers the essentials of shipping and bunkering in a comprehensive overview of these sectors, with particular emphasis on how they are mutually dependent

**Delegate Rate: £350**

[READ MORE](#)

**Tuesday 24 May 2022:**

### AN INTRODUCTION LNG BUNKERING

This course is designed to bring delegates up to speed with the technical, operational, practical and safety-related aspects of using LNG as a source of fuel for ships. It will look at how methane is stored and burned, fuel and gas systems, safety risks and regulations, bunkering methods, measurement, pricing, and international training requirements.

**Delegate Rate: £350**

[READ MORE](#)

2.

## MWA CONFERENCE

**Wednesday 25 - Thursday 26 May 2022**

This MWA 2022 conference will cover a range of key subjects of particular interest to those working or interested in bunkering in the Americas.

**Early Bird Rate: £1350** (ends 15 April 2022)

**Standard Pass: £1595**

[VIEW PROGRAMME](#)

## PANAMA CANAL TRIP

**Afternoon - Thursday 26 May 2022**

All registered training course and MWA Conference delegates are invited to register their interest in joining the trip but should be aware that the itinerary could be subject to change, or the tour could be cancelled at short notice depending on COVID-19 restrictions that are in force within the port area at the time.

[REGISTER YOUR INTEREST](#)

# HOW YOU BENEFIT

Sponsorship impacts on visitors more powerfully than any other marketing tool and is a direct, cost-effective route to your target market. Your participation enables you to:

- Demonstrate your commitment to the maritime industry
- Get yourself noticed by key decision makers
- Increase your company's branding and publicity within the industry
- Initiate direct contact with potential clients
- Take advantage of unrivalled networking opportunities.

## HOW TO GET THE BEST EXPOSURE

Early confirmation of your sponsorship of the *Maritime Week Americas* ensures a higher level of exposure, as an extensive promotional campaign (including editorial coverage, advertisements, direct mail, email campaigns and web presence) is implemented in the lead up to the event. It also gives you the opportunity to pick and choose the options best suited to your needs, or to work with us to produce your unique, tailor-made sponsorship package.

## GET IN TOUCH

We have to work on a strictly first come, first served basis, so if you are interested in sponsorship, please make sure you book early, to avoid someone else getting there first!

Email: [info@petrospot.com](mailto:info@petrospot.com)



# WHAT YOU GET

## ALL SPONSORSHIP OPTIONS INCLUDE:

- Your company logo, bio and URL link on the conference website
- Targeted announcements of your sponsorship via social media in the run-up to the event
- Company branding on Petrospot's conference e-mail campaigns to over 21,000 industry professionals
- Subject to space and availability, your company logo will appear in *Bunkerspot* magazine as part of Petrospot's print advertising campaigns promoting its global conferences

## ON THE DAY

- Company logo on digital screens throughout the week
- Company logo on all conference banners and stage backdrop
- Company bio and logo in the Official Event Guide

Maximize your participation,  
book your sponsorship

Speak to one of our sales team on **+44 1295 814455**  
or email [info@petrospot.com](mailto:info@petrospot.com)

# SPONSORSHIP OPTIONS

POSITION YOURSELF AS A MARKET LEADER AND GENERATE LEADS

1

## DIAMOND

SOLD

### Sole Sponsor and full branding of the *MWA* Dinner

- Headline branding and top sponsor status throughout
- 6 complimentary delegate passes to the conference and all social activities
- Discount vouchers valued at £245 off the standard conference registration fee for up to 10 of your chosen clients
- Complimentary table top exhibition opportunity included

### On the Day

- A free-standing banner and menu's with company branding at the *MWA* Dinner
- The opportunity to offer a brief introductory speech at the *MWA* Dinner
- Opportunity to deliver a keynote speech at the conference
- Editorial coverage of your company in the Official Event Guide
- Back cover advert in the Official Event Guide distributed to all attendees
- Opportunity to distribute promotional materials at the conference

2

## PLATINUM

£15,000

### Sponsor and full branding of an Evening Reception

- 4 complimentary delegate passes to the conference and social activities
- Complimentary table top exhibition opportunity included

### On the Day

- A free-standing banner and table talkers with company branding at the Reception
- The opportunity to offer a brief toast to open a Reception / welcome delegates to the Evening Boat reception
- Full page advert in the Official Event Guide distributed to all attendees
- Opportunity to distribute promotional materials at the conference

# SPONSORSHIP OPTIONS

POSITION YOURSELF AS A MARKET LEADER AND GENERATE LEADS

3

## GOLD

£11,500

### Exclusive sponsorship of one of two Networking Lunch Breaks

- 3 complimentary delegate passes to the conference and social activities
- Complimentary table top exhibition opportunity included

### On the Day

- A free-standing banner and table talkers with company branding displayed during the Networking Lunch
- Half page advert in the Official Event Guide distributed to all attendees
- Opportunity to distribute promotional materials at the conference

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## SILVER

£6,750

### Sponsorship of one of five prime Networking Coffee Breaks

- 2 complimentary delegate passes to the conference and social activities

### On the Day

- A free-standing banner and table talkers with company branding displayed during the Coffee Break
- Quarter page advert in the Official Event Guide distributed to all attendees

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## BRONZE

£3,750

### Unlimited

Bronze Sponsorship guarantees extra exposure while remaining within budget.

- 1 complimentary delegate passes to the conference and social activities

All prices subject to change.

## SPONSORSHIP OPTIONS

Speak to one of our sales team on **+44 1295 814455**  
or email [info@petrospot.com](mailto:info@petrospot.com)

# SPONSORSHIP OPTIONS



## HEADPHONES

£7,000

True Wireless Bluetooth earbuds provide freedom from wires and have excellent sound quality.

Your logo will appear on the earbuds sliding case and includes charging cable.

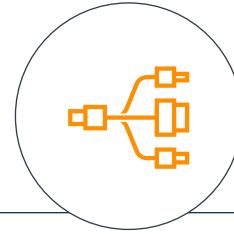


## NOTEPADS & PENCILS

SOLD

Sponsor the notepads and pencils which are used by all conference delegates during MWA 2022.

Your logo will be displayed on both.



## MULTI-CHARGER CABLE

£7,000

5 in 1 noodle multi-charger cable, with keychain, connects with your laptop or power bank for your phones or other chargeable electronics.

Charger plugs include: one 30 pin, one 8 pin, two micro USB and one mini USB. Your logo is imprinted on the flat keyring..



## REUSABLE COFFEE CUPS

£7,000

Reusable coffee cups with customised label.

Every delegate and speaker will drink from cups decorated with your logo throughout the event.

All prices subject to change.

To learn more about our sponsorship and exhibition packages, please contact [info@petrospot.com](mailto:info@petrospot.com)

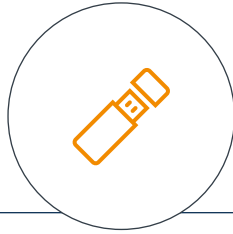
# SPONSORSHIP OPTIONS



## T-SHIRTS

£7,000

Sponsor and have your company logo on the official *MWA 2022* short-sleeved T-shirts.



## USB FLASH DRIVES

£7,000

Sponsor and have your company logo on the official *MWA 2022* 4gb high tech flash drive. .



## DELEGATE CAPS

SOLD

The official *MWA 2022* caps, with sponsor's logo, are distributed to all delegates, speakers, exhibitors and sponsors.

This brushed cotton baseball cap has six panels, low profile, pre-curved visor and an adjustable strap with snap brass buckle



## SUNGLASSES

SOLD

Every delegate and speaker will receive a pair of sunglasses and case, both of which are branded with sponsor logo.

100% UVA/UBV protection, good quality sunglasses.

All prices subject to change.

To learn more about our sponsorship and exhibition packages, please contact [info@petrospot.com](mailto:info@petrospot.com)





## BADGES & LANYARDS

# SOLD

Badges and lanyards are worn during all course, conference and networking events.

These display the sponsor's logo on the badge and around the lanyard.

All delegates will be required to wear the badges in the formal sessions as well as the exhibition and tours.



## DELEGATE BAGS

# £7,000

Every delegate receives a bag displaying the sponsor's logo.

The bag contains the MWA 2022 Official Event Guide and publications from organising companies and supporting media.

# OFFICIAL EVENT GUIDE

An official *Maritime Week Americas* Event Guide will be published to commemorate *Maritime Week Americas* and to provide useful information on the events, venues, speakers and programmes.

All sponsors will enjoy complimentary advertising in the Guide, which will be distributed throughout the week.

Size	Price £	Trim (mm)
Double Page Spread	2,500	420 x 297
Inside Covers	1,500	210 x 297
Full Page	1,200	210 x 297
Half Page - Horizontal	650	183 x 128
Third Page	500	120 x 128
Quarter Page - Horizontal	400	183 x 65

### Artwork

Please supply artwork as a high resolution JPG or press quality PDF (300 dpi, CMYK).

Please add 3mm page bleed and crop marks.

All prices subject to change.

### INTERESTED IN ADVERTISING?

Speak to Steve Simpson at [steve@petrospot.com](mailto:steve@petrospot.com) or call on +44 1295 814455

# EXHIBITING OPTIONS

## BENEFIT FROM FACE TO FACE MEETINGS WITH ATTENDEES

The *Maritime Week Americas* offers you all the benefits of a networking environment in which you can consolidate existing, and develop new, business relationships. Use this opportunity to acquire new leads and build your brand by booking a table top exhibition space\*

\*Available only to bona fide delegates at £2,750 per table top

**GET YOUR TABLE**

Please note: Internet access, extra lighting, AV equipment, table decoration and other exhibition items may be acquired by separate negotiation. Additional venue costs may apply for extra electric points, shipping/receiving fees and internet charges. Please contact us if you need any help with the above.

## £2,750

### Table top exhibit

- 1 Full Maritime Week Americas Pass (including all social events)
- A table, two chairs, a waste bin and an electric point
- Your company logo, bio and URL link on the conference website
- Company bio and logo in the Official Event Guide
- Conference exhibiting opportunity with digital screen (on request)

# THANK YOU

**for your interest in the *Maritime Week Americas 2022*.  
We hope to see you there.**

For further information or to register online visit

**info@petrospot.com | Tel: +44 1295 814455 | [www.maritimeweekamericas.com](http://www.maritimeweekamericas.com)**

**REGISTER HERE**

