

# PETROSPOT

## BUNKERSPOT

**BPi**  
Bunkerspot  
Price•Index

Leading the way in market intelligence  
and professional development for the  
global marine fuels industry



EVENTS & TRAINING | 2019

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[www.petrospot.com](http://www.petrospot.com) | [www.bunkerspot.com](http://www.bunkerspot.com)

# EVENTS OVERVIEW

DATE	CONFERENCE	LOCATION
January 23-24	Middle East Bunkering Convention	Dubai, UAE
March 17-21	Panama Maritime XIV	Panama
May 20-24	Maritime Week Americas	Fort Lauderdale, USA
September 9-13	London International Shipping Week	London, UK
September	International Shipowning & Shipmanagement Summit	London, UK
October 17-18	ARACON	Rotterdam, Netherlands
November	Maritime Week Africa	Mauritius

# TRAINING OVERVIEW

DATE	COURSE	LOCATION
January 21-22	Bunker Trading & Operations	Dubai, UAE
January 28-30	Bunker Sales & Trading	Malta
May 6-9	BunkerExperience	Rotterdam, Netherlands
May 13-17	The Oxford Bunker Course	Oxford, UK
May 20-21	Bunker Trading & Operations	Fort Lauderdale, USA
May 21	Managing Bunker Claims	Fort Lauderdale, USA
September	Bunker Course	London, UK
September 23-27	The Oxford Bunker Course	Oxford, UK
September 30 - October 3	BunkerExperience	Rotterdam, Netherlands
November	Bunker Course	Mauritius
November	Bunker Course	Piraeus, Greece

Dates subject to change

All Petrosport training course's  
are IMarEST CPD Accredited

CPD APPROVED BY





# BUNKER TRADING & OPERATIONS

This two-day advanced-level course examines shipping, bunker trading, supply and procurement, price and credit risk exposure, bunkering operations, and avoiding and managing claims. It will cover the essentials of oil trading, cargo purchase and terminal storage, fuel quality and availability, the use of alternative fuels, and the far-reaching impact on global bunker markets of new emissions regulations, particularly the implications of the IMO 0.50% global sulphur cap.

The course includes practical exercises and tests and provides helpful 'real-life' examples to illustrate the key areas covered.

## Who should attend?

### Types of Company

National Oil Companies • Independent Suppliers • Bunker Traders • Brokers • Barge Operators • Shipowners • Major Oil Companies • Shipping Agents • Law Firms • Testing Agencies • Lubricant Suppliers • Refiners • Charterers • Fuel Distributors • Storage Companies • Ship Managers • Storage & Blending

**Early Bird price:** £1,095

**Standard Price:** £1,295

[VIEW PROGRAMME](#)

AS PART OF THE  
MIDDLE EAST BUNKERING CONVENTION

**21-22 JANUARY 2019**  
**DUBAI**

[REGISTER](#)

Early Bird ends  
9 November 2018

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

AS PART OF  
MARITIME WEEK AMERICAS

**20-21 MAY 2019**  
**FORT LAUDERDALE**

[REGISTER](#)

Early Bird ends  
28 February 2019

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

# MIDDLE EAST BUNKERING CONVENTION

## DUBAI

21-24 JANUARY 2019

INTERCONTINENTAL DUBAI MARINA

### Package Sponsorship

#### 1 PLATINUM – £14,000

- 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
- Receive 4 complimentary delegate registrations.

#### 2 GOLD – £10,500

- Exclusive sponsorship of one of two networking lunch breaks
- 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 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

### Registration

Early Bird ends 9 November 2018

### Conference

Early Bird Conference Pass:	£550
Conference Standard Pass:	£750



REGISTER HERE

All prices subject to change.

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



# BUNKER SALES & TRADING

(FEATURING RISK MANAGEMENT AND OPERATIONS)

This highly successful three-day training course covering all aspects of bunker sales and supply, operations, trading and risk management. The international bunker markets will be covered, together with quality issues, pricing and the effect of emission controls. As part of the programme, it is planned to organise a visit to a local oil storage terminal.

## What will it cover?

- The International Shipping Business
- International Oil & Bunker Markets
- Oil Refining Overview
- Terminals and Bunker Operations
- Bunker Quality and Blending
- Bunker Sales Contracts and Pricing
- Bunker Price Risk Management
- Claims and Claims Management

A wide range of presentations is included, but these will be supplemented by interactive discussions and practical exercises for delegates to work on in small syndicate groups, simulating real-life examples from the areas covered in the course. This reinforces understanding and generates a high energy and enjoyable learning environment.

**Early Bird price:**     £1,825 (€2,026)  
**Standard Price:**    £2,025 (€2,250)

**28-30 JANUARY 2019 • MALTA**

[VIEW PROGRAMME](#)

[REGISTER](#)

Early Bird ends  
19 December 2018

Offered jointly by Petrosport and the Malta Petroleum Training Academy.

**PETROSPORT**



# BUNKER*EXPERIENCE*

BARGE DAY | LAB DAY | PORT DAY | CLASSROOM



## ROTTERDAM

This three-day Course presents an unbeatable combination of intensive classroom teaching and real-life bunkering experience. Focusing on barge operations and sampling, testing lab procedures, bunker quality, onboard fuel handling and ship type familiarisation.

Guaranteed to provide a rock solid intellectual and practical introduction into the three most important hands-on elements of the bunker business.

The morning classroom sessions are geared towards preparing students to make the most of the afternoon 'real life' experience of working on a bunker barge, working in a testing laboratory and going to sea for close-up views of different types of ships at the anchorages and terminals.

**Price: €2,995**

The price of this event includes:  
a pre-course dinner, accommodation, lunch, refreshments  
and course materials.

6-9 May 2019

REGISTER

30 September -  
3 October 2019

REGISTER

[VIEW PROGRAMME](#)

[READ MORE](#)

[VIEW PAST ATTENDEES](#)

[www.bunkerevents.com](http://www.bunkerevents.com)

# MARITIME WEEK AMERICAS



**20-24 MAY 2019 • FORT LAUDERDALE**

*Maritime Week Americas 2019* returns to North America with a full week of key maritime events, including the MWA Conference plus top-level training courses and other specialist training.

With over 200 delegates expected from over 30 countries, *MWA* remains the largest and most popular bunkering conference in the Americas.

## INDIVIDUAL SPONSORSHIP

Badges and Lanyards	<b>SOLD</b>
Delegate Bags	£7,000
Notepads and Pens	£7,000
Bottled Water	£7,000
USB Flash Drives	£7,000
Twill Caps	£5,000
Polo Shirts	£5,000
Headphones	£7,000
Multi-charger cables	£7,000
Power Packs	£10,000
RFID Card Protectors	£3,500

## EXHIBIT

**Table Exhibit - £2,750**

## REGISTRATION

Early Bird ends 28 February 2019

## CONFERENCE

Early Bird Rate **£1,350**  
Standard Rate **£1,595**

**REGISTER HERE**

**HILTON FORT LAUDERDALE BEACH RESORT**

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

## SPONSORSHIP PACKAGES

### 1 DIAMOND - £25,000

- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Sponsor of the MWA Gala Dinner
- Receive 6 complimentary delegate registrations
- Full page advert in the Official Event Guide

### 3 PLATINUM - £15,000

- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Exclusive sponsorship of one of three Networking Receptions
- Receive 4 complimentary delegate registrations
- Full page advert in the Official Event Guide

### 2 GOLD - £11,500

- Exclusive sponsorship of one of two Networking Lunch Breaks
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).
- Half page advert in the Official Event Guide

### 6 SILVER - £6,750

- Sponsorship of one of six prime Networking Breaks
- Receive 2 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline)
- Quarter page advert in the Official Event Guide

### BRONZE - £3,750

- 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), space permitting.

# THE OXFORD BUNKER COURSE

## A FIVE-DAY INTENSIVE RESIDENTIAL TRAINING COURSE

Taught by a highly professional team of lecturers, guaranteed to enlighten, inform and encourage newcomers to the international bunker industry.



The *Oxford Bunker Course* offers a week of intensive teaching for newcomers to the bunker and shipping industries provided by industry experts at the top of their game.

It is 100% focused on providing an interactive learning experience through lectures, case studies and scenario exercises. There are no 'working day' distractions – just 'best in the business' teaching and plenty of discussion and Q&A opportunities with highly experienced tutors.

The course is challenging and asks a lot of its students. In return, they receive top-class training which fully prepares them for a career in the bunker sector or gives them a knowledge of marine fuels that will put them one step ahead of their peers in the wider maritime industry.

The bunker business thrives through the building of firm and longstanding business relationships, and the *Oxford Bunker Course* facilitates this by bringing young traders, brokers and suppliers from many companies and countries together – to learn about the industry they are all part of and to network in a series of excellent social events throughout the week.

Course fee includes five days' accommodation and meals, a course dinner and other Oxford-specific networking activities, as well as extensive course materials derived from the unique combination of lectures, exercises and tests.



**5 DAY COURSE**

**Price - £3,495**

Registrations are subject to VAT at the prevailing rate.

Venue

**Cotswold Lodge Hotel  
OXFORD**

**REGISTER ONLINE**

**13-17 MAY 2019**

**REGISTER** ➔

**23-27 SEPTEMBER 2019**

**REGISTER** ➔

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



ROTTERDAM • 17-18 OCTOBER 2019  
HILTON ROTTERDAM

#### SPONSORSHIP PACKAGES

##### 1 PLATINUM – €18,750

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

##### 3 GOLD – €9,375

- Exclusive sponsorship of one of two Networking Lunch Breaks or the Evening Drinks Reception
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

##### 5 SILVER – €7,500

- 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

Badges and Lanyards €6,250

Delegate Bags €6,250

Notepads and Pens €6,250

Delegate Folders €6,250

#### EXHIBITION

**EXHIBITION TABLE: €2,500**

#### WHO WILL ATTEND

Independent Suppliers · Bunker Traders · Brokers  
· Barge Operators · Shipowners · Major Oil  
Companies · Shipping Agents · Law Firms · Testing  
Agencies · Lubricant Suppliers · Charterers · Fuel  
Distributors · Storage Companies · Bunkering  
Services · Ship Managers · Storage & Blending

#### REGISTRATION

Early Bird Rate €895

Standard Rate €1,095

#### REGISTER YOUR INTEREST

All prices subject to change.



# BUNKERSPOT

## The essential and authoritative source of information for marine fuels professionals.

Our aim is to provide a comprehensive, accurate – and always independent – view of the multi-faceted global marine fuels industry.

Bunkerspot magazine focuses on the technical, operational, commercial, environmental and legal aspects of bunkering, and also keeps its readers up to speed on innovations and trends in vessel and fuel efficiency technologies.

The Bunkerspot website includes a subscription-based real-time news and pricing service, as well as information channels, industry announcements and updates on conferences, exhibitions and other key events.



Subscribe to *Bunkerspot*  
[www.bunkerspot.com/subscribe](http://www.bunkerspot.com/subscribe)



## BPI

### Bunkerspot Price Index

If you need accurate, up-to-date bunker price indications in an easy to use and highly cost-effective format, BPI ticks all the boxes.

The **Bunkerspot Price Index** offers spot bunker prices in over 350 global ports, updated daily and with easy to see tracked price changes.

Delivered via the *Bunkerspot* website or through the BPI app, this bunker price service offers 'live' crude oil, gasoil and LNG futures prices, historic fuel oil and gasoil prices, and instant price comparisons across all ports.

BPI also enables the user to create a 'favourite ports' page and set up price alerts.

[www.bunkerspot.com/bpi](http://www.bunkerspot.com/bpi)

### Port Reports

#### Petrospot + 20|20 Marine Energy – market intelligence on global bunker ports

Each report focuses on the commercial, logistical and environmental issues driving the changes and developments in each local market. This includes an expert summary of commercial operations at each location, information on current and historic bunker demand, an overview of fuel suppliers and market share, storage facilities and fuel delivery options and providers.

The port profiles also examine the factors that influence local bunker prices and offer useful comparisons with competitor ports. The reports will also assess product sourcing and availability and examine the issues that may affect current and future supply, including the 0.5% global sulphur cap in 2020, and the alternative fuel supply options in each port.

[www.petrospot.com/port-reports](http://www.petrospot.com/port-reports)

We can also tailor multi-user subscription packages to suit your individual and/or company requirements. To configure the best option for you and your business, contact:

+44 1295 814455 or email [sales@petrospot.com](mailto:sales@petrospot.com)