

The Connecticut Maritime Association Presents

# SHIPPING 2014

North America's Premier International  
Shipping and Trade Conference and Exposition

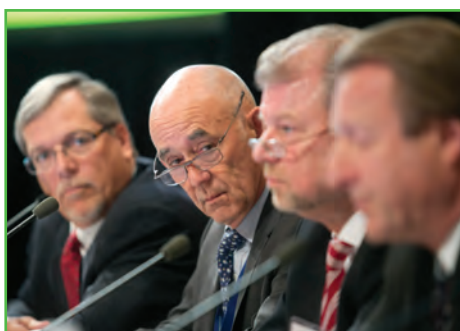
March 17, 18 & 19, 2014  
Hilton Hotel, Stamford, Connecticut

14 sessions 3 days  
2,500 people

speed...

www.  
**shipping2014**  
.com

Produced by International Marketing Strategies, Inc.  
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### *Supporting Organizations:*

Admiralty Committee of the Association of the Bar of the City of New York • American Salvage Association (ASA) • Association of Ship Brokers & Agents (ASBA) • The Baltic Exchange • BIMCO • Chamber of Shipping of America (CSA) • Connecticut Maritime Coalition (CMC) • Cyprus - U.S. Chamber of Commerce • Hellenic-American Chamber of Commerce • The Hong Kong Shipowners' Association • INTERCARGO • International Association of Classification Societies (IACS) • International Bar Association (IBA) • International Bunker Industry Association (IBIA) • International Chamber of Shipping (ICS) • InterManager • INTERTANKO • The Liberian Shipowners' Council Ltd. • The Maritime Industry Foundation • The Maritime Law Association of the United States (MLA) • National Association of Maritime Organizations (NAMO) • The Nautical Institute • North American Marine Environment Protection Association (NAMEPA) • Norwegian-American Chamber of Commerce NYMAR: New York Maritime, Inc. • Security Association for the Maritime Industry (SAMI) • Society of Maritime Arbitrators (SMA) • The Society of Naval Architects & Marine Engineers (SNAME) • Women's International Shipping & Trading Association (WISTA)

### *Media Sponsors:*

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## INTRODUCING CMA SHIPPING 2014 - *speed...*

***Where the international shipping community meets to do business, have fun and make money...***

Join the international shipping community at the Connecticut Maritime Association's 29th Annual Shipping Conference and Exhibition, March 17-19, 2014 at the Hilton Hotel, Stamford, Connecticut, USA.

CMA Shipping 2014 continues a tradition of bringing 2,500 of the best and the brightest from the international shipping community together in North America's leading commercial shipping center, for two and a half days of business and market oriented activity and superb networking.

## THE CMA SHIPPING CONFERENCE

***Where experts from around the world speak on the many issues that are shaping and will continue to shape the future of the maritime industry...***

The CMA represents all facets of the international shipping industry and we have worked to create conference sessions that have direct relevance to all aspects of the shipping and trade markets. These sessions are best associated with the goal of delivering immediate commercial, technical, regulatory or strategic value to the industry and its global participants.

Today the CMA is the largest commercial shipping association in the United States, which means that leaders of industry and government enthusiastically attend to share their ideas, voice concerns and explore answers to today's new issues. The bottom-line is to give you information to trade on, grow from, plan with and use, today – from the people who are leading the way.

## THE CMA SHIPPING EXHIBITION

***Contacts...orders...new business...old friends...great opportunities...***

The CMA Shipping Exhibition features a dynamic gathering of 130 exhibitors from all corners of the world offering the finest products and services available to the international maritime industry – Class, Flag States, Maritime Software of all description, Ship Equipment of all kinds, Bunker Suppliers, Insurance and P&I, Shipyards, Communications,

Emergency Response, Maritime Academies, Weather Routing – the list goes on. Visit the Exposition page of [www.shipping2014.com](http://www.shipping2014.com) for a full list of our 2014 exhibitors.

## INTERESTED IN VISITING THE EXHIBITS ONLY?

***Where deals are made and business gets done...***

For those just wishing to Visit the Exhibits, this option is complimentary at the following times:

**Monday, March 17 : 2 pm – 4:30 pm**

**Tuesday, March 18 : 10 am – 7:30 pm**

**Wednesday, March 19 : 10 am – 4:30 pm**

Should you wish to stay on for the cocktail receptions on Monday and Wednesday there will be options to purchase tickets for these events. The Tuesday evening cocktail reception is open to all – this is also the evening of the CMA Job Fair.

To pre-register to visit the Exhibits simply email [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com) with your full contact details and we will pre-register you and send you a VIP pass for complimentary Exhibit visit access at the times noted.

## THE COMMODORE AWARD AND COMMODORE AWARDS DINNER

***CMA Names Robert Bugbee, President of Scorpio as the 2014 Commodore...***

Robert Bugbee joins a distinguished list of maritime executives who have received the prestigious CMA Commodore Award, given each year to a member of the international maritime community who has demonstrated leadership, vision and commitment to the maritime industry.

More than 800 leaders of the industry will honor the 2014 Commodore at the Commodore Awards Dinner to be held on Wednesday, March 19, 2014 as the concluding event of CMA Shipping 2014. The dinner always sells out and a limited number of tables are available for reservation and sponsorship. Each sponsored table seats 12 guests and are assigned on a strictly first-come, first-served basis. Sponsored tables can be arranged with special marketing initiatives which we are happy to assist with. Please call today for reservation information so that your larger plans can be accommodated.

## VENUE & HOTEL INFORMATION

Our venue hotel for CMA Shipping 2014 is The Hilton Stamford Hotel. The special room block we organized is now sold out.

Rooms may be available, but at prevailing rates. Contact the hotel directly to check current availability.

On the Venue, Hotel & Travel page of our website: <http://www.shipping2014.com> you will also find alternate hotel options in the Stamford and Greenwich area.

### Hilton Stamford Hotel

One First Stamford Place, Stamford, CT 06902

Tel: +1.203.967.2222 • Fax: +1.203.967.3475

## CMA JOB FAIR 2014

**TUESDAY, MARCH 18 – 5:30 PM-7:30 PM**

The CMA Shipping 2014 Job Fair, sponsored by the CMA Education Foundation, will continue a powerful networking opportunity for candidates and businesses to meet and explore career opportunities. There will be table-top displays hosted by companies looking to hire and talented men and women wanting careers in the maritime industry. To participate and for more information contact: Lorraine Parsons at +1.203.406.0109 Ext 3717 or email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)



## THE COMMODORE

The CMA will present its annual Commodore Award at the Gala Dinner on Wednesday, March 19 to an individual who has significantly contributed to the dynamism, growth and development of the maritime industry.

**The Year 2014 recipient is:  
Robert Bugbee, President, Scorpio**

### Previous recipients:

- 2013** Peter Evensen, President & CEO, Teekay Corporation
- 2012** Øivind Lorentzen, III, CEO, SEACOR Holdings Inc.
- 2011** Angeliki Frangou, Chairman & CEO, Navios Group of Companies
- 2010** Philippe Louis-Dreyfus, President, Louis Dreyfus Armateurs Group
- 2009** Capt. Wei Jiafu, President & CEO, COSCO Group
- 2008** John Fredriksen, Chairman, CEO & President, Frontline Ltd.
- 2007** Morten Arntzen, President & CEO, Overseas Shipholding Group, Inc.
- 2006** Torben G. Jensen, Chairman & CEO, The Clipper Group
- 2005** C. Sean Day, Chairman, Teekay Shipping Corporation
- 2004** Peter C. Georgiopoulos, Chairman & CEO, General Maritime Corporation
- 2003** Stelios Haji-Ioannou, Chairman, easyGroup
- 2002** Frank Tsao, Group Chairman, IMC Group of Companies
- 2001** Marc Saverys, Managing Director, CMB
- 2000** Per Heidenreich, President, Heidenreich Marine
- 1999** Richard du Moulin, Chairman, Marine Transport Corporation and Chairman, Intertanko
- 1998** William A. O'Neil, Secretary-General, International Maritime Organization
- 1997** Gerhard E. Kurz, President, Mobil Shipping and Transportation Company
- 1996** Dr. Helmut Sohmen, Chairman, World-Wide Shipping Agency, Ltd. (HK)
- 1995** Gregory B. Hadjieleftheriadis, President, Eletson Corporation
- 1994** Thomas E. Moran, Chairman, Moran Towing Corporation
- 1993** Philip Loree, Chairman, Federation of American Controlled Shipping
- 1992** George P. Livanos, Ceres Hellenic Shipping Enterprises, Ltd.
- 1991** Jacob Stolt-Nielsen, Chairman, Stolt-Nielsen, Inc.
- 1990** Ole Skaarup, Chairman, Skaarup Shipping Corporation

## EXPAND YOUR PRESENCE AT SHIPPING 2014

There are several ways to expand your presence and maximize the impact of your conference participation.

Booth space is sold out, however, if you are interested in showcasing your products and services, find out more about how you can participate by organizing a special seminar, sponsoring or advertising.

A few influential sponsorship opportunities still exist. We enjoy working with you to add to the conference experience for all who attend and to promote your products and services.

Place an advertisement in the Official Event Guide. It is distributed to the 2,500 attendees at the show. Not only is it a complete reference to the products and services exhibited but it is a useful year-long reference directory.

## LAUNCH NEW PRODUCTS: PRIVATE LABEL SEMINARS

With dozens of important trade journals and knowledgeable journalists in attendance, the CMA show provides the opportunity to launch or announce new products, services or announce corporate achievements. As a benefit for 2014 we will continue to offer a space for exhibitors and attendees to schedule short seminars and product launches within the show area. We will work closely with you to achieve maximum exposure. Please contact us for further details.



## CMA SHIPPING 2014 CONTACT INFORMATION

CMA Events Director: Lorraine Parsons  
One Stamford Landing, Suite 214,  
62 Southfield Avenue, Stamford, CT, 06902 USA  
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Website: [www.shipping2014.com](http://www.shipping2014.com)

## 10 REASONS TO ATTEND

In March each year, 2,500 delegates, speakers, sponsors, exhibitors and visitors from 50 countries gather in Stamford, Connecticut for one of the most lauded events currently on the maritime calendar.

Shipping 2014 will reinforce its reputation as the conference "that brings the decision makers together" and the exhibition "where business gets done".

### ATTEND SHIPPING 2014 AND ENHANCE YOUR BUSINESS

- 1 Superb networking opportunities and plenty of time to conduct business.
- 2 Topical & valuable Conference Program with customizable Multi-Track Seminars.
- 3 Key decision and policy makers in one place, at one time.
- 4 Diverse, dynamic and global exhibits showcasing exceptional services, products & innovations.
- 5 Launch a new product or service to an attentive & knowledgeable audience.
- 6 Initiate, pursue and accomplish a year's worth of business in just two and a half days – saving time, and money!
- 7 An event put on by the shipping industry for the shipping industry.
- 8 Located in the midst of Shipping's Mind and Management for North America. Where decisions are made and business gets done!
- 9 Creative sponsorship opportunities available to fit your specific objectives.
- 10 If you have not been to one yet, come see for yourself why everyone raves about the CMA.

We are committed to bringing extraordinary value to you and your business and look forward to seeing you in Connecticut in March.

**The Board of Governors of  
The Connecticut Maritime Association**

# s p e e d . . .

The United States is fast becoming the world's leading producer of energy. Faced with punishing bunker prices and inadequate freight rates, vessel speed is the key delta for capacity growth. Environmental regulations are rapidly changing ship design and operation. Technological solutions are dizzying in number and selection. Successful tapping of capital markets rewards an omnivore's tastes and a sprinter's aptitude. A swiftly spreading rumor could spike interest rates while the political climate in the Middle East changes faster than Vermont Spring weather. ECA zone deadlines shift distillates from a cargo to a fuel overnight. Transfer of data and information between ships and markets is instantaneous. Freight volatility snaps heads like a whiplash. ECO ship designs multiply like "juiced" cells. Social media has altered a 24/7 industry into a perpetual 1440 minute dash. A twenty five year ship is considered old at fifteen, yet can move faster than the younger new deliveries. Ton-miles are shorter today...or are they?

Whether we like it or not the pace of change in the shipping industry has never been greater. In a world of shifting trade, global economic health, oil production and consumption and new technology, decision making is pressurized. Stakes are rising.

Where is your money: on the tortoise or the hare?

Ours is an industry of bold professionals who make these BIG decisions daily. The CMA is honored to host so many visionary "Decision Makers" in a multi-dimensional conference which we hope will contribute to your success.



# MONDAY, MARCH 17, 2014 – THE STATE OF THE INDUSTRY

## 2:00 pm – GRAND BALLROOM I – Conference Convenes

### 2:15 CMA President's Welcome & Opening Remarks

- Ian Workman, President, Connecticut Maritime Association and Vice President, International Sales, World Fuel Services

### Around the World in Ninety Minutes: The State of the Industry

Sustainability: Empty phrase, modest ambition or uninspired goal? Where in the cycle are we?

What cargoes for what ships in the future?

Is the industry meeting regulatory challenges effectively – Externally? Internally??

The Next Conventions!?

Is there an investment payback for ECO?

Can the internal combustion engine survive the ECA era?

Ensuring quality staff for an increasingly complex fleet?

Shipping v. Wall Street v. Silicon Valley – where are the best and brightest going?

Is Private Equity here for a long time or just a good time?

Will they make money?

Inflation, deflation, quantitative easing, tapering: what are our risks and hedges?

Globally informed, experienced leaders share insights into these and other issues to stimulate, inform, entertain and engender leadership and action.

**Moderator:** Peter Hinchliffe, Secretary General, International Chamber of Shipping

- Rear Admiral Joseph A. Servidio, Assistant Commandant for Prevention Policy, United States Coast Guard
- Masamichi (Matt) Morooka, President & Chief Executive Officer, NYK Bulk & Projects Carriers Ltd. and Chairman, ICS
- Roberto Cazzulo, Chairman, RINA Services S.p.A. and Chairman, IACS
- John S. Denholm, Chairman & CEO, J & J Denholm Ltd. and President, BIMCO
- Bob Bishop, Executive Director, V.Group and Vice Chairman, INTERTANKO
- Nicholas A. Pappadakis, CEO, A.G. Pappadakis & Co. and Chairman Emeritus, INTERCARGO
- Gerardo A. Borrromeo, Vice-Chairman & CEO, Philippines Transmarine Carriers, Inc. and President, InterManager



## 4:00 Afternoon Refreshment Break

Sponsored by:



### 4:30 Ocean Governance

The term "ocean governance" is understood to mean "the purposeful effort to steer, control or manage sectors or facets of society". Within governance, it incorporates the influence of non-state actors, i.e. stakeholders, NGOs and so forth, therefore the state is not the only acting power in policy making. However, in terms of the ocean, this is a complex issue because it is a commons that is not 'owned' by any single nation/state. The consequences of this has resulted in humankind abusing the oceans' resources, by treating them as shared resources, but not taking equal and collective responsibilities in caring for them. This means that rules on the conduct of the ocean can only be implemented through international agreements. Therefore, there is a need for some form of governance to maintain the ocean for its various uses, preferably in a sustainable manner. As an industry we know just how difficult are effective international agreements...what do these issues mean to us? For us?

**Moderator:** Peter Hinchliffe, Secretary General, International Chamber of Shipping

- Ghislaine Maxwell, Founder, The Terramar Project
- Paul Holthus, Founding CEO & President, World Ocean Council

5:30 pm

Opening Cocktail Reception in  
Exhibit Area

Sponsored by:



## TUESDAY MORNING, MARCH 18, 2014

8:00 am - 9:00 am – Continental Breakfast in **Exhibit Area**

Sponsored by:



Society of Maritime Arbitrators, Inc.

### 9:15 – GRAND BALLROOM – SUPPLY AND DEMAND

**The Shifting Geo-Political and Economic Drivers of Supply and Demand: Consequences for Ships, Shipping, Seafarers, Politics and Business**

**The US Energy Story, Asian Growth Projections, the EU's Recovery, Latin American Markets, African Development, Asean boom – Strong opinions from thought leaders on the challenges, Risks and opportunities ahead.**

#### 9:20 Keynote Address: A Positive Vision for the Future and the Threat Political Dysfunction Poses

- Paul H. Stebbins, Executive Chairman, World Fuel Services Corporation (NYSE: INT)

Mr. Stebbins is a member of the Business Roundtable an association of chief executive officers of leading U.S. companies

#### 9:40 The US Energy Miracle – What it means today and twenty years from now for the US maritime industry and the world: A perspective from the ExxonMobil Outlook for Energy

- Jack J. Buono, President & CEO, SeaRiver Maritime Inc.

#### 10:00 The Fast and Furious Pace of Change In Asia: A perspective on that change from Singapore, and what it may mean for our industry.

- Esben Poulsson, Chairman, Avra International Pte Ltd., Honorary Secretary, Singapore Shipping Association and Vice Chair of International Chamber of Shipping

#### 10:20 Leadership in an increasingly complex world: Strategically Harnessing the best in people, technology and service for the next decade.

- Christopher J. Wiernicki, Chairman, President & CEO, ABS

#### Moderator

- Joseph J. Cox, President & CEO, Chamber of Shipping of America



10:40 Morning Refreshment Break

Sponsored by:





## TUESDAY MORNING, MARCH 18, 2014 – MORNING BREAKOUT SESSIONS

### 11:15 – GRAND BALLROOM

#### TRACK 1 – THE SHIPPING INVESTMENT

##### The Shipping Investment

The Speed with which change is occurring makes any multi-million dollar capital or investment in shipping decision staggeringly challenging. And, as any business leader can attest, the tension between needing to stay ahead of fierce competition, investing for the future and delivering this year's results is enormous. How do owners, operators, cargo, investors and bankers approach the process today – implications and lessons for us all.

Session Sponsored by:



- Erik Helberg, CEO, RS Platou Markets AS
- John Su, Managing Partner & CEO, Erasmus Shipinvest B.V.
- Jason P. Klopfer, Commercial Director, Navig8 Americas
- Dr. Tasos Aslidis, CFO, Euroseas Ltd.
- Denis Petropoulos, Executive Managing Director, Braemar Shipping Services PLC

##### Moderator

- Henriette Brent-Petersen, Managing Director, Shipping & Offshore Research, DVB Bank SE



### 11:15 – ASPEN ROOMS

#### TRACK 2 – THE ECONOMIC RETURNS OF AVOIDING OBSOLESCENCE

In a shifting energy era, with Slow Steaming, Low Sulfur ECA zones and the promise of Gas upon us what technologies are realistic: Hybrid, solar, electric, natural gas, or good old traditional black oil internal combustion...Best if you understand before you buy!

##### Keynote Address: Shipping, a high technology industry...

- Tom Boardley, Marine Director, Lloyd's Register

##### New Marine Propulsion The advent of battery and energy storage in ship technology. The Norwalk Aquarium Project and what the technology means to commercial industry.

- Brent Perry, CEO, Corvus
- David Adamiak, Hybrid Drive Power and Energy Manager, BAE Systems

##### Moderator

- Robert N. Kunkel, President, Alternative Marine Technologies (AmTech)

After this session a bus will transport interested delegates, to see and learn more about the Hybrid system, to Derecktor Shipyards (30 minutes south of Stamford) – Limited to 25 people.

**Sponsored by:**  
BAE Systems and Derecktor Shipyards

### 11:15 – GLEN ROOMS

#### TRACK 3 – EXECUTIVE BRIEFING MARITIME LABOR CONVENTION

MLC Six Months in: The MLC sought to tie together all crew related conventions and act as a seafarers' Bill of Rights, but when the fuss dies down will it be just another piece of legislation to have a certificate for? Early lessons and important take-aways.

##### 11:20 The Ship Manager's perspective: Training Methods, Safety Culture, Crew Welfare

- Kishore S. Rajvanshy, Managing Director, Fleet Management Ltd. OR  
Mohan Muppidi, Vice President, Operations, Fleet Management Ltd.

##### 11:30 A Class Perspective on the MLC implementation

- James A. Watson, President & COO, ABS Americas

##### 11:40 A Flag Perspective: Experiences and lessons learned on MLC implementation

- David Pascoe, Senior Vice President, Maritime Operations & Standards, Liberian Registry

##### 11:50 The effect the fast moving industry has had on implementation of the MLC. Ensuring quality manpower in a still fluid environment for seafarer rights, cultural and economic challenges

- Deirdre Fitzpatrick, Executive Director, Seafarers' Rights International

##### 12:00 Q & A

##### Moderator

- Douglas B. Stevenson, Director, Center for Seafarers' Rights, Seamen's Church Institute

12:30 pm – Luncheon Reception in **Exhibit Area**

Sponsored by:



1:00 pm - 2:00 pm – Delegates Luncheon – **GRAND BALLROOM II**

Sponsored by:



## Welcome

- Bureau Veritas

## Professional Mariner “Plimsoll Awards”

*The editors of Professional Mariner magazine will present three Samuel Plimsoll Awards, two for Outstanding Service, one for an individual and one for an organization, who have been instrumental in making the industry safe for mariners. The third award, for Innovation, will recognize a product, service or procedure that significantly improves the well-being of seafarers.*



## TUESDAY, MARCH 18, 2014 – AFTERNOON BREAKOUT SESSIONS

### GLEN ROOMS

#### TRACK 1 – THE SMART SHIP

##### The Smart Ship – A Real and Imagined future from today’s leaders

The bright ideas, latest technology, costs and consequences – intended and unintended. As Detroit, Google, Japan, and Korea develop cars without drivers how will shipping address these advances that interface man & machine? What does it mean for your next fifteen year investment? Cool ideas and how they may change the way we run ships.

Session Sponsored by:



##### 2:15 Keynote Address: The Industry at a crossroads

Lead instead of followed by technological development. Will the communications advancements be the catalyst or is the environment leading the change? We have come a reasonable distance in maritime communications and ship technology, but we better go a lot further in the next twenty-five years, or we will be even further behind the rest of the world that is moving apace.

- Frank J. Coles, President, Inmarsat Maritime

### GRAND BALLROOM

#### TRACK 2 – NEW ENERGY

Session Sponsored by:

MAN Diesel & Turbo



##### 2:15 Keynote Address: The enormous shifts in US energy production and what that may mean to trade flows, energy pricing, manufacturing, refining, consumption, the possibility for crude export, bunkers, LNG – in short a 50,000 foot overview for a community of shipowners facing massive twenty year capital investment projects, involving propulsion plants, vessel types and a patchwork quilt worth of shifting global emissions regulations.

- Dr. Edward L. Morse, Managing Director, Global Head of Commodities Research, Citi

##### 2:35 ECO Design – Several Generations in - What we have learned

- Dr. Young Kee Chon, Chairman & CEO, Korean Register of Shipping

### ASPEN ROOMS

#### TRACK 3 – JOBS & THE FUTURE

##### 2:45 Session One: Jobs...The future of the industry: A status report from around the world. Where and what are the best shipping jobs today? The latest analysis of jobs, wages and what it takes to succeed today.

Session Sponsored by:



Following five years of shipping industry contraction, stagnant salaries and limited employment mobility, the best and brightest may have headed elsewhere. Now, for the first time in five years signs of job creation are appearing. Tomorrow demands smart investment today – in people, education and jobs: An assessment of the global maritime industry job market from the Engine Room to the Board Room.

2:50 Philip Parry, Chairman, Spinnaker Consulting Ltd.

3:10 Roberto Giorgi, President, V.Ships

## TUESDAY, MARCH 18, 2014 – AFTERNOON BREAKOUT SESSIONS

### TRACK 1 – THE SMART SHIP *continued*

#### 2:35 Optimizing Operations for Increased Efficiency

- Dr. M. Abdul Rahim, Managing Director, Europe & Africa, ClassNK
- Johan Nyström, Senior Sales Manager, NAPA for Operations

#### 2:50 Compelling Innovation from a Carrier. Putting good ideas, innovation and data analytics to work to improve performance: A Case Study

- Fred Finger, Vice President & General Manager, Fidelio Limited Partnership

#### 3:05 Big Data: Harnessing it to improve Risk Management

- Warwick Norman, CEO, RightShip

#### 3:20 The Supply Chain Experience: Big data: how extracting knowledge from data can put 4,000 years of purchasing experience at your fingertips!

- Paul Østergaard, Founder & CEO, ShipServ Ltd.

#### 3:35 Trends in Scrapping: Price, Operations, Regs...Projections for 2014

- Evan F. Sproviero, Trading, Projects & Finance, GMS (USA)

#### 3:50 Q & A

##### Moderator

- Neville Smith, Director, Mariner Communications

### TRACK 2 – NEW ENERGY *continued*

#### 2:50 LNG Today's Reality and Tomorrow's Promise: Are we any further with Gas propulsion then we were five years ago when it was introduced at CMA?

- What does the Builder's language - "LNG Ready" mean when you take delivery.
- Engine Manufacturers have their technology in place - Is the infrastructure ready to support it?
- Partnerships are developing in a cross-industry collaboration looking at using LNG as a fuel for tankers and bulkers to help businesses achieve low-carbon growth.
- Producers are scrambling to bring together their technical and commercial expertise in order to evaluate possible ways to use LNG as a fuel.
- Bill Hutchins, Marine Project Engineer, Shell Trading (US) Company
- Ole Grøne, Senior Vice President, Promotion and Sales, MAN Diesel & Turbo

##### Moderator

- Dr. Gerd-Michael Würsig, Business Director, LNG Fuelled Ships, DNV GL

#### 3:35 Q & A

#### 4:15 Making Cents of Green Shipping

The search for clean energy and fuel efficiency will continue to dominate the shipping industry agenda well into 2014 and beyond, as the need for smart solutions addressing the problem of crippling fuel costs and harmful emissions is acute. While international shipping is the most carbon efficient mode of commercial transport, total emissions are comparable to those of a major national economy, necessitating emission reductions. In this session we will review the latest technology, regulatory and market dynamics shaping the uptake and adoption of green shipping.

##### Moderator

- James Rhodes, CEO, Magnuss Ltd.

### TRACK 3 – JOBS & THE FUTURE *continued*

#### 3:30 Session Two: The Annual CMA Education Foundation Academy Competition

##### Session Presented by:



##### Awards sponsored by:



For the third consecutive year the CMA Education Foundation will co-host along with valued industry educators and institutions a national competition of papers, submitted by students and selected by a jury of industry professionals for presentation and Award. We are pleased to announce that this year's Awards have been generously supported and sponsored by d'Amico Shipping Group.

##### Moderator

- Capt. Joseph D. Gross, Dry Operations Manager, d'Amico Shipping USA Ltd. and CMA Education Chair





**TRACK 2 – NEW ENERGY *continued***

**Panel:**

- Nicholas A. Pappadakis, CEO, A.G. Pappadakis & Co. and Chairman Emeritus, INTERCARGO
- Tor E. Svensen, CEO, Maritime, DNV GL
- Alisdair Pettigrew, Senior Advisor, Shipping Operation, Carbon War Room
- Carsten Ostenfeldt, CEO, Thome Ship Management Pte Ltd.



**Tuesday Afternoon Refreshment Break**

Sponsored by:



**5:30 pm – Cocktail Reception in Exhibit Area**

Sponsored by:



**5:30 pm - 7:30 pm – Job Fair – ASPEN ROOMS & FOYER**

Sponsored by:



*The CMA Shipping 2014 Job Fair is a continued feature of the show, created by the ideas and demands of our members. A forum to benefit both companies looking for qualified employees and prospective job seekers, there will be table-top displays hosted by companies looking to hire.*



EXECUTIVE SHIP MANAGEMENT  
Proudly Presents



**9:00 pm – Movie Night! – in the Labyrinth (Lobby Level)**

**A Hijacking (2012) "Kapringen" (*original title*)** A Film Directed by Tobias Lindholm

**Come experience a powerful film, Drinks and Popcorn!**

**With an Introduction by Per Gullestrup, Partner, Clipper Group**



WEDNESDAY, MARCH 19, 2014

8:00 am - 9:00 am – Continental Breakfast in **Exhibit Area**

Sponsored by:



## MORNING BREAKOUT SESSIONS

### ASPEN ROOMS

#### TRACK 1 – OPERATIONS

**9:15 Operations: Where the Rubber hits the Road!**

**The Best Thinking to come out of Current Operating Practices and Regulatory rules: What Owners, Managers and Operators are focusing on today.**

Session Sponsored by:

**9:20 Real experiences from the front line of operations: Is Vetting Working?**

##### Introduction and Moderator

- Thomas Pappas, Director of Shipping, Sapient Global Markets

##### Panel Discussion

- Capt. Michael Wilson, President, Laurin Maritime (America) Inc.
- Capt. John Hill, Marine Consultant, Heidmar Inc.

**10:10 Current Events: An Executive Briefing on Developing Issues, Politics and Commercial Opportunities**

##### Session Moderator

- Angus R. Frew, Secretary General, BIMCO

### GRAND BALLROOM

#### TRACK 2 – 21st CENTURY MEDIA

**10:15 Session One: 21st Century Media, Social Media coverage of our industry: What it means to you!**

Everyone is a journalist, an op-ed writer a potential Pulitzer winning photographer with smart phones and mobile tablets but is the industry ready for this change? Whether it is communicating with staff, reaching an outside community of investors, customers or job seekers, containing an incident, educating crew and staff to be culturally respectful with their on-line postings: With every twenty year old that comes into the industry – YOUR corporate fabric is changed by the media and its tools of today!

**10:20 Keynote Address: Best Practices Develop in a Private Industry**

- Jonathan Anthony, Director, Corporate Communications, Teekay Corporation

**10:40 Panel Discussion**

- Julian Bray, Editor-in-Chief, TradeWinds
- Darrell Wilson, President, MTI Network (USA)
- Robert Almeida, Partner & Chief Marketing Officer, gCaptain.com
- George J. Hoyt, Founder, Face of Shipping

##### Moderator

- Sean Moloney, Managing Director, Elaborate Communications

### GLEN ROOMS

#### TRACK 3 – BUNKERS

**9:15 Bunkers: Making Sense of it all**

Bunkers – Expensive, regulatory complicated, with a matrix of options few of which are straight forward, this session is designed to immediately assist owners, operators and charterers navigate the most expensive cost today.

Session Sponsored by:

##### Moderator

- Llewellyn Bankes-Hughes, Managing Director & Publisher, Petrosport Limited

**Changing dynamics in a new era of fuel supply**

As shipowners and operators face continued challenges, operationally, financially and environmentally, pressures on fuel suppliers have increased dramatically. As fuel supply chains and customer needs become ever more complex, traditional physical bunkering and reselling operations are no longer fit for purpose. A change in dynamics is happening, where sophistication in fuel supply, comprising knowledge, experience and state-of-the-art infrastructure is the 'new normal', and where fuel suppliers have a critical impact on owner/operator profitability and in some cases continuity.

- Adrian Tolson, General Manager – North America, O.W. Bunker North America Inc.

**Understanding market dynamics**

The principles of price risk management are well understood, but not every supplier or buyer is making the best use of the hedging tools available. There are

## WEDNESDAY, MARCH 19, 2014 – MORNING BREAKOUT SESSIONS

### TRACK 1 *continued*

**10:15 Trends in Arctic Shipping... The future of Arctic shipping: What can be expected in the next 10 years? The Polar Code: Progress towards implementation, Commercial issues for ship operators and charterers using Arctic routes, Future ship designs for the Arctic: What new ideas are being developed? A State of the Art Executive Briefing.**

- Philippe Cambos, Director Oil & Gas Projects, Bureau Veritas Marine & Offshore Division

**10:30 Maritime Administration Priorities: The Arctic, Short Sea Shipping, Shipbuilding and the US Energy Miracle**

- Paul "Chip" Jaenichen, Acting Maritime Administrator, U.S Department of Transportation, Maritime Administration

**10:45 EPA, Coast Guard Disagreement on How to Address Industry Obligations to Meet January 1, 2014 Implementation Deadline For New Ballast Water Discharge Limits Poses Considerable Conundrum to Owners and Maybe Worse. What Owners and Operators Need to Know**

- Barry M. Hartman, Partner, K&L Gates LLP

**11:00 Port of Refuge: A Continuing Problem for the Industry**

- Alfred J. Kuffler, Partner, Montgomery, McCracken, Walker & Rhoads, LLP

### TRACK 2 *continued*

**11:30 Session Two: The Industry in the Mass Media: Recent Books, Movies and Documentaries have showcased the best and most challenging of our industry in front of millions. Hear from the authors, producers and stars of current books and films on the industry.**

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#### Moderator

- Clay Maitland, Managing Partner, International Registries, Inc. & Founding Chairman, NAMEPA

**Ninety Percent of Everything: Inside Shipping, the Invisible Industry That Puts Clothes on Your Back, Gas in Your Car, and Food on Your Plate (2013) -**

- Rose George, Author

**A Hijacking (2012) "Kaprigen" (original title) -**

- Per Gullestrup, Partner, Clipper Group

**The Shipping Man (2011) and Viking Raid (2013)**

- Matt McCleery, President, Marine Money International and Author

### TRACK 3 *continued*

innovative uses of the tools to assist in a dynamic maritime environment. There are merits to using paper or embedded hedging to manage customers' needs for COAs/BAFFs or to consider with the 2015 ECA changes.

- Ebony Smith, Director, Price Risk Management Programs, World Fuel Services Corporation

#### Taking cover: A checklist of insurance protection options

At its core, insurance is about the protection of assets and liabilities but every operation is different. A good foundation is to identify the risks to your legal liabilities, your property and your people. A series of case studies will examine how, changing with the times, the marine insurance market works to best effect.

- Michael Newman, President, International Energy Insurance Brokers

#### Q&A Panel Discussion

#### Refreshment Break

#### The environment: Asking the hard questions

How are shipowners and charterers coping with increasingly stringent environmental legislation? Are they able to absorb the resultant higher fuel costs? Are they adjusting their behaviour permanently, for example, by slow steaming? Are they managing to switch fuels and handle multiple grades of fuel? Are they investing in new technologies, such as scrubbing? Or are they simply biding their time in the hope that everything will work out fine?

- Katharina Stanzel, Managing Director, INTERTANKO

Wednesday Morning Refreshment Break

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### TRACK 3 *continued*

#### Dealing with changes in fuel quality

Fuel quality is deteriorating. Is this due to increased blending to meet new environmental regulations, or perhaps something more sinister as suppliers attempt to squeeze more out of the barrel to bolster miniscule margins? The fuel deterioration is affecting fuel stability and creating related technical problems hitherto unforeseen.

- Steve Bee, Global Business Director, Intertek (Lintec) Shipcare Services

#### Marine lubricants: Finding the right solution

Although essential for the safe and efficient operation of a ship's engine, and critically related to the grade and composition of the bunker fuel burned on-board, marine lubricants are often overlooked when it comes to negotiating bunker purchases. Selecting the right lubes to match the type of bunker fuel being used is critical for engine safety and reliability. With ships increasingly having to burn lower sulphur fuels, or with new engine technologies giving the ability to select alternative fuels, careful lube planning and selection is more important than ever.

- Jean-Philippe Roman, Technical Director, Marketing and Services, Total Lubmarine

**12:15 pm – Luncheon Reception in Exhibit Area**

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**12:45 pm - 2:00 pm – Delegates Luncheon – GRAND BALLROOM II**

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#### Q&A Panel Discussion



GRAND BALLROOM

TRACK 1 – THE FUTURE

2:15 What will the future bring?

Owners, Brokers and traders debate the markets and their own future—looking forward a decade and speculating how markets, regulations, technology, finance trends, shifting employment demographics, regional development, client expectations and products and services will affect owning, broking and trading strategies, as well as their returns and the future of the business.

Who are the new voices of shipowning and what are their views on the industry's future?

Is it just money that matters today, the next transaction alone? Who will carry the mantel of representing the industry in the future? The Seafarers? The Environment?



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Moderator

- Dagfinn Lunde, Chairman, Executive Ship Management (ESM)

Speakers

- Gary S. Vogel, Partner & CEO, Clipper Group Ltd.
- John M. Schmidt, President & CEO, McQuilling Partners, Inc.
- Tom Roberts, Partner, Compass Maritime Services, LLC
- Robert P. Burke, Partner & CEO, Ridgebury Tankers
- Dr. Hermann J. Klein, CEO, E.R. Schifffahrt GmbH & Cie. KG
- Roberto Giorgi, President, V.Ships

Afternoon Refreshment Break

Sponsored by: **Holland & Knight**

Conference ends

GLEN ROOMS

TRACK 2 – LEGAL SESSION

2:15 Legal Session – Current Issues and Developments in Admiralty Law

Legal issues you do not want to ignore....Current legal avenues to make you smart...Legal trends and decisions that will protect and defend your business and its interests....

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Co-sponsored by: The Maritime Law Association of the United States (MLA) and The Admiralty Committee of the Association of the Bar of the City of New York

Moderator

- Peter G. Drakos, Peter G. Drakos, LLC

LNG as a Marine Fuel -- The Speed of Change

- Capt. Marcus P. Dodds, Partner, Reed Smith LLP

U.S. Crude Boom and Export Ban: Outlook and Opportunities

- Matthew J. Thomas, Partner, Blank Rome LLP

A Game Changer: The Failed Prosecution of the Owner & Manager of the AGP

- George M. Chalos, Managing Partner, Chalos & Co., PC

Securities Litigation in the Shipping Arena: Have we come to the end of the First Wave?

- Bruce G. Paulsen, Partner, Seward & Kissel LLP

Dispute Resolution Clauses: The Devil You Thought You Knew

- Neil A. Quartaro, Attorney, Watson, Farley & Williams (New York) LLP

Safe Ports, Berths and Places in the Aftermath of the ATHOS I and OCEAN VICTORY Decisions

- Michael J. Frevola, Partner, Holland & Knight LLP

The Maritime Law Association of the United States ("MLA") has been certified by the New York State Continuing Legal Education Board as an Accredited Provider of continuing legal education in the State of New York. The MLA will issue CLE credits to New York attorneys who attend the program. The number of credits that can be earned for attendance at the total session is 3 CLE credits. Attorneys from states other than New York may be entitled to CLE credits for attending the program. They must contact their states' CLE boards regarding obtaining CLE credits. This program is appropriate for both newly admitted and experienced attorneys.

CLE financial aid assistance is available for attorneys admitted in New York and MLAUS members, who wish to attend CLE courses sponsored by the Maritime Law Association of the United States, but who find it difficult to attend due to cost considerations. Details regarding the Maritime Law Association's financial aid policy and the application process can be obtained by contacting Betsy Bundy by email: [Betsy.Bundy@skuld.com](mailto:Betsy.Bundy@skuld.com)





5:45 pm – Commodore Gala Reception in **Exhibit Area**

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7:30 pm – Commodore Gala Dinner – **GRAND BALLROOM I & II**

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Commodore Award presented to the 2014 Commodore

**Robert Bugbee, President, Scorpio**

By the 2013 Commodore

**Peter Evensen, President & Chief Executive Officer, Teekay Corporation**

'Til Late – Commodore Afterglow – **Hotel Lobby**

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**PARTIAL CONFERENCE:**

**Monday, March 17** includes Afternoon Session, Private Web-Link of Speaker Presentations, Delegate Handbook, Afternoon Coffee and Evening Opening Reception.

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**Wednesday, March 19** includes All Wednesday Sessions, Private Web-Link of Speaker Presentations, Delegate Handbook, Wednesday Breakfast, Lunch Reception & Luncheon, Coffees, Gala Dinner Reception and Commodore Gala Dinner\* and Commodore Afterglow.

(NOTE: \*Available on a first come/first serve basis with preference given to Full Conference delegates).

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