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A large blue and white offshore supply vessel is shown from an aerial perspective, sailing on a dark blue sea. The ship's hull is blue, and its upper structures are white. The words "NO SMOKING" are printed in red on the white superstructure. The letters "LPS" are painted in large red characters on the side of the deck. The ship is equipped with various antennas, ladders, and safety railings. The water around the ship shows a white wake.

OPIS Global Marine Fuels Report gives you daily prices, key market news and exclusive insight so you can easily track cargo and bulk fuel prices in Asia, the Middle East, Europe and the Americas.

Convenient tables, charts and graphs make for at-a-glance reading. Get the information you need quickly to take immediate action.



OPIS
A Division of COMMODITY

Global Marine Fuels Report

Key Marine Fuel Prices, News and Commentary for Asia, Europe and the US

06 September 2022

ASIA

- Pakistan State Oil seeks November arrival fuel on cargoes
- Coral Energy is the sole offeror to Pakistan's first half October delivery tenders
- Pertamina claims 5.5% marine fuel oil tender from Pijai

EUROPE

- European bunker prices drop with lower Brent
- FOB Rotterdam VLSFO activity falls
- Contaminated marine VLSFO incidents rise in NWE

AMERICAS

- HS 380 CST bunkers fall sharply in several ports as demand softens and resupply value drops
- Bulk VLSFO barges fail at differential to Brent weakens
- Panama VLSFO bunkers fall by \$3/mmt to \$155/mt

SINGAPORE BUNKERS (\$/mt delivered)

PRODUCT	LOW	HIGH	MEAN	CHANGED
LSMGO	555.74	555.74	555.74	36.00
5.5% VLSFO	595.75	595.75	595.74	3.00
HS 380 CST	435.75	435.75	435.74	14.00

ROTTERDAM BUNKERS (\$/mt delivered)

PRODUCT	LOW	HIGH	MEAN	CHANGED
DMR	1090.00	1094.00	1092.00	26.00
5.5% VLSFO	688.00	690.00	689.00	4.00
HS 380 CST	450.00	459.00	454.50	23.00

HOUSTON BUNKERS (\$/mt ex wharf)

PRODUCT	BASEGST	LOW	HIGH	MEAN	CHANGED
LSMGO	---	1115.00	1125.00	1120.00	5.00
VLSFO	---	650.00	664.00	657.00	1.00
HS 380 CST	---	481.00	485.00	483.00	33.00

*Data from Dated Brent 4200 BBL Futures for Asia as of September 6th 2022

0.5% Very Low Sulfur Fuel Oil (\$/mt)

ASIA 0.5% VLSFO
755.00

EUROPE 0.5% VLSFO
764.00

US 0.5% VLSFO
755.00

ASIA 0.5% VLSFO
764.00

EUROPE 0.5% VLSFO
764.00

US 0.5% VLSFO
755.00

ASIA 0.5% VLSFO
755.00

EUROPE 0.5% VLSFO
764.00

US 0.5% VLSFO
755.00

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“Give me a Ship and I shall move the Earth”

*inspired by Archimedes' original quote



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By joining IBIA you will become part of a global network of bunker industry experts who collectively form one of the world's leading authority on bunkers. Not only will you have access to a wealth of information and insight (we publish newsletters and industry updates on current issues) which offer pragmatic advice for managing the industry's challenges; members also have the potential to shape and influence both international and local legislation. This happens through IBIA's Working Groups which are responsible for developing industry guidance, participation in IMO correspondence groups, solving long-term industry issues, and addressing both commercial and technical aspects.

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- Eligible to add further offices for a reduced fee of £500 per office

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Sample list of 2022 attendees:



IBIA – CMA Welcome Reception



Tuesday: 15 November 2022

9

7pm – 9pm

IBIA and CMA welcome all delegates to join the opening networking and welcome drinks for the IBIA Annual Convention 2022.

Venue: Lower Austin Room, JW Marriott Houston by The Galleria

Dress code: Business casual

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2012 - 2022



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Agenda



Wednesday: 16 November 2022

Welcome & Keynote speeches

09.00

Unni Einemo, IBIA Director & IMO Representative
Timothy Cosulich, CEO Fratelli Cosulich, IBIA Chairman
Rich Byrnes, Chief Infrastructure Officer, Port Houston

Session One: Emission Regulations

09.30

Upcoming IMO and EU regulations as well as public scrutiny has put decarbonisation at the top of the agenda for the shipping industry. Fuel-efficiency technologies, slow steaming and some alternative fuels are options in the short-term while the industry prepares for the more difficult long-term task of converting to a carbon-neutral future.

Presentation:

IMO and EU Regulations impacting the marine fuels sector
Unni Einemo, IBIA Director & IMO Representative

Networking Coffee Break

10.30

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Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

11.00

Oil markets have seen extreme volatility since the start of 2020 and the COVID-19 pandemic. The market has seen prices drop to multi-year lows and a surge to all-time highs at dizzying speed in the two years since then, creating massive risk management and financial pressures on suppliers and buyers alike. Meanwhile financial pressures have been exacerbated by the rapid rise of interest rates as governments try and tame inflation, pushing the cost of working capital to a level never experienced by the bunker industry this century. This session explores the scale and impact of price volatility and higher interest rates on the supply chain, what we can expect in future and what solutions we might have.

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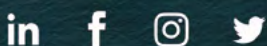
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Moderator:

Jack Jordan, *Managing Editor, Ship & Bunker*

Panellists:

Ross Berger, *President, Point Bonita Capital, managed by Leucadia Asset Management LLC, a division of Jefferies*

Roger Alexander Dekkers, *Group Trade Finance Director, Monjasa*

Marc Refsoe Holm, *Senior Fuel Oil Trader, Hartree Partners*

Georgia Kounalakis, *Managing Director, Bunker One USA Inc.*

Tom Sosnowski, *Associate Director, Global Marine Fuels, Opis*

Networking Lunch Break

12.00

Session Three: Alternative Fuels Panel

13.00

Fuel-efficiency measures and increasing uptake of alternative fuels are slowly starting to drive a decline in starting to be seen in conventional bunker fuel sales. Rotterdam has gradually established sales of LNG and biofuels. Singapore recorded LNG bunker sales for the first time in 2021 and has made a concerted drive towards biofuel bunker sales in 2022. Ports around the world are looking to follow suit, with companies worldwide pushing research and development efforts into ammonia and methanol bunkers.

How is this pace assessed? What are the ongoing and new hurdles? Are regulations, production, and infrastructure at a satisfactory level and how is the bunker industry reacting to all developments?

A comprehensive update on where we currently stand.

Presentation:

Alternative fuels – how are they priced?

Stefka Wechsler, *Marine fuel and fuel oil price analyst, Argus Media*

Presentation:

Port preparedness for a multi fuel port

Cees Boon, *Alternative fuel safety expert of the Harbourmaster Policy Department and advisor of the (State) harbour Master of Rotterdam, Port of Rotterdam*

Moderator:

Constantinos Capetanakis, *Bunker Director, Star Bulk, IBIA Vice Chairman*

Panellists:

Cees Boon, *Alternative fuel safety expert of the Harbourmaster Policy Department and advisor of the (State)harbour Master of Rotterdam, Port of Rotterdam*

Guido Cardullo, *Head of Business Development, Fratelli Cosulich Spa*

Mikkel Kannegaard, *CEO, Maersk Oil Trading*

Jason Miles, *Chief Executive Officer, Quadris Fuels International Plc*

Sofia Fürstenberg Stott, *Partner, Fürstenberg Maritime Advisory, and Maritime Director, Ammonia Energy Association*

Stefka Wechsler, *Marine fuel and fuel oil price analyst, Argus Media*



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Email: FSilva@Bominbunkers.com

Skype: [Fernanda_Bunkers](#)

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Networking Coffee Break

14.30

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Session Four: The role of Digitalisation

15.00

Good data can help make good decisions as well as monitor performance, provide a reliable track-record and transparency. Digitalisation is playing an increasingly important role in the world, including the marine sector. This session discusses the role of digitalisation today and as a tool in the energy transition.

Moderator:

Adrian Tolson, *Director and Lead, BLUE Insight*

Panellists:

Tammi Ingannamorte, *Vice President of Sales - America, ZeroNorth, IBIA Americas Regional Board Member*

Jeff Mildner, *Founder, Vortex Development Group*

Christian Plum Ph.D., *Head of Bunker Products, Storm Geo*

Daniel Rose, *CEO, Shipergy*

Darren Shelton, *Co- Founder, FuelTrust*

Session Five: Buyers' panel: Coping with the present, planning for the future

16.00

With crude prices back in the \$100s per barrel this year, how has the shipping industry been coping with high bunker prices? Good freight rates softened the blow but how long can it last? Current bunker prices may be dwarfed by the cost of fuels in the future. What plans do owners have in place for this energy transition? Which regulatory tools do they think will be needed to bring about net-zero shipping?

Meanwhile, the shipping industry continues to have complaints about bunker suppliers for a variety of reasons. What are the main concerns and can bunker licensing programmes improve the situation?

Moderator:

Sandra Ennor, *President, Transparensa Fuels, LLC*

Panellists:

Constantinos Capetanakis, *Bunker Director, Star Bulk, IBIA Vice Chairman*

Frank Dahan, *Director Transport Services and Global Fuel Strategy, CSL Group Inc, IBIA Americas Board Member*

Matias Engel, *Bunkers, Hafnia*

Eric Evans, *President, EVANS Advisory LLC, IBIA Americas Regional Board Member*



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Reception/off site drinks function hosted by Monjasa

17.30 – 20.30



Venue: Kirby Ice House

Address: 3333 Eastside St, Houston, TX 77098, United States

Thursday: 17 November 2022

Morning coffees

08.00

Session Six: Regional Supply Focus: Americas North and South and the Caribbean

08.30

The bunker markets of the Americas are facing their own unique challenges amid this year's global geopolitical turmoil. Tight competition between the US Gulf and Panama, the prospects of improved tanker tonne-mile demand as Russian oil finds new customers away from the West, the shift of container traffic to the US Gulf and the slow return of the cruise industry are all playing into an upended bunker market with highly uncertain prospects over the next six months. This panel brings together six senior executives from a range of markets across the Americas to discuss the key themes affecting their businesses.

Moderator:

Jack Jordan, *Managing Editor, Ship & Bunker*

Panellists:

Eugenia Benavides, *Marine Fuels Director, Terpel S.A., IBIA Board Member*Rolando Garzaro, *CEO, GTGlobal Group / GTBunkers*Rasmus Jacobsen, *Managing Director, Americas Monjasa, IBIA Americas Board Member*Frank Ray, *Bunker Sales Specialist, GCC Supply & Trading*Flavio Ribeiro, *CEO, Bunker One (Brazil), IBIA Americas Board Member*James Stapleton, *Vice President, Global Marine at Parkland Marine, IBIA Americas Board Member*

Networking Coffee Break

10.00

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- Cargo loading/discharging supervision
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Session Seven: Bunker Quality - How is it evolving?

10.30

Our expert panel provides an update on current trends in marine fuel quality, in particular VLSFO, and where any problems are emerging. The relationship between ISO 8217 and fuel trends will be also examined.

Moderator:

Unni Einemo, IBIA Director & IMO Representative

Panellists:

Wajdi Abdmessih, President, Seahawk Services

Charlotte Rojgaard, Global Head of Marine Fuel Services, Bureau Veritas, VeriFuel

Ananth Srinivasan, Vice President, V-TIC Services

Hauk Wahl, Business Development Manager, Intertek Lintec

Session Eight: Licensing transparency and ethics in the Bunker industry

12.00

Moderator:

Steve Simms, Principal, Simms Shower LLP, IBIA Board Member

Panellists:

Richard Clark, Trader, Hartree Marine

Giulia Cosulich, ESG Corporate Director, Fratelli Cosulich

Casper Pasgaard Dybdal, General Counsel, Group Legal, Bunker Holding Group

Ian Mathew, Senior Legal Counsel, Peninsula

Jason Silber, Head of Business Development and Lead Analyst, Infospectrum Ltd

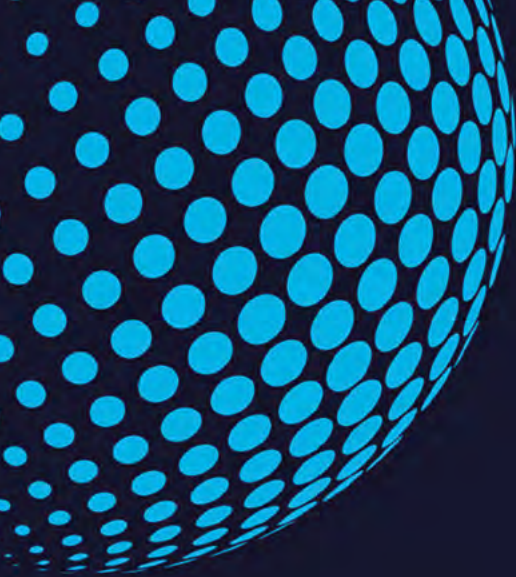
Networking lunch break & closing remarks sponsored by Bunker One

13.00

Hosted by Bunker One

**Bunker
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Venue: Harris/Hidalgo/Navarro Room, JW Marriott Houston by The Galleria



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Welcome letter

Welcome to the **IBIA Annual Convention 2022 in Houston**, one of the world's leading bunkering hubs! Houston takes pride in being the Energy Capital of the World, with a thriving oil and gas industry. Its oil boom began in January 1901 when drilling produced the first Spindletop gusher.

Today, as the world grapples with the enormous challenge of stemming climate change, shipping, the marine fuels sector and Houston all face a similar dilemma: how to deal with the energy transition. For Houston to remain a global leader in energy, and for shipping to play its part in reducing global greenhouse gas emissions, we need to work as fast as we can to identify the best energy sources and technology solutions to reduce, and ultimately eliminate man-made GHG emissions. We are in the early stages of a journey that will require committed efforts and cooperation from multiple stakeholders to put us on the right trajectory.

While we're anticipating a future where fossil fuels will be gradually replaced with other energy sources, let's not forget about the here and now. The industry has multiple current challenges to deal with.

As we emerged from the worst ravages of the COVID-19 pandemic, Russia's invasion of Ukraine sent ripples through global commodity markets, sending oil and gas prices soaring, in turn driving up inflation and interest rates. This is impacting us all, and presents massive risk management and financial pressures on bunker suppliers and buyers alike.

For now, oil-based fuels still dominate global shipping and our sector still faces many of the same problems today as we have for as long as I can remember, such as quality and quantity disputes and a lack of trust between suppliers and buyers. But we are seeing improvements; some through concrete tools such as mass flow meters and other means of tracking and monitoring data. When it comes to fuel quality, it is a constant search for better understanding of the link between fuel composition and fuel performance and the nature of new fuel blends.

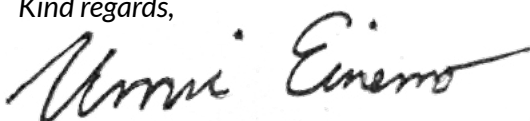
All of this and more will be examined during our Convention in Houston, both from a global and regional perspective, as you can see from the comprehensive agenda. You will hear from many renowned and insightful speakers, have the opportunity to put questions to them and air your views during the conference as well as during the net-working breaks and functions.

IBIA aspires to represent the global bunker industry from well to wake and to be a voice of reason for the sector at the IMO and elsewhere. Shipping is the engine of global trade, and our industry fuels that engine. That is something to be proud of!

IBIA's knowledge and inspiration come from our members. Events like this are all about bringing various stakeholders together to learn from each other and increase our understanding of where we are now, and what needs to happen going forward.

I extend a huge thank you to our Convention sponsors, the IBIA Board and Secretariat for your contributions to help bring us all together, and all of you joining us in Houston, and wish you a rewarding time with us.

Kind regards,

A handwritten signature in black ink, reading "Unni Einemo".

Unni Einemo, Director & IMO Representative
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Tahra Sergeant

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Speakers



Wajdi Abdmessih

Founder and President of Seahawk Services

Panellist - Session Seven: Bunker Quality - How is it evolving?

Wajdi Abdmessih, the founder and the President of Seahawk Services, has over 25 years' experience in fuel oil testing and inspection. Wajdi has held various positions in a Marine fuel inspection and testing company as a laboratory manager, branch manager, technical director, vice president and president. He has personally analyzed hundreds of thousands of Marine fuel oil samples from across the world, work with fuel oil refinery's as well as fuel suppliers on fuel blending and troubleshooting hundreds of fuel problems and effectively help fuel oil management/operator on navigation problematic fuels.



Eugenia Benavides

Marine Fuels Director, Terpel S.A., IBIA Board Member

Panellist - Session Six: Regional Supply Focus: Americas North and South and the Caribbean

Born in Barranquilla, Colombia, attended Marymount College of Virginia, USA and Universidad del Norte, Colombia earning a bachelor's degree in Business Administration and has a post-graduate degree in International Business Management (Univ Javeriana), Maritime Transportation and Port Legislation (Pronaval), Maritime and Port affairs (CEPAL Chile) and Administrative Skills (Univ Sergio

Arboleda)

Since 1984, Eugenia has worked with major oil company Terpel, handling various positions, such as sales assistant, marketing director, operations, sales, commercial manager, and company's legal representative. Currently she is the Director of Marine Fuels and has been an active member of various professional and community organizations such as ABSA, ACSA, Marymount School Parents Association, GranAbastos, SACSA, Promitel, Transoccidente and today in Actuar Famiempresas, Marymount Alumni Association, WISTA Colombia and IBIA and participates in SPE Colombia committee.

She has been a speaker-panelist at the Bunker News Conference, Maritime week Americas events worldwide, Wista conference, Exportuaria, SPE and has conducted various Basic Bunkering Courses in English and Spanish.



Ross Berger

President, Point Bonita Capital, managed by Leucadia Asset Management LLC, a division of Jefferies

Panellist - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

Point Bonita actively provides alternative working capital solutions to companies across various sectors. These facilities are well-suited for companies that are pressured by customers to extend payment terms, operate businesses in transition, are fully levered in their sector/industry, have already tapped into their accords, may be witnessing rapid revenue growth, facing liquidity drain from negative working capital. This group has worked with companies to help navigate the current inflationary environment and has provided \$5+ billion in funding since inception.

STEERING INTO THE NEXT NORMAL TOGETHER

What's next for the maritime industry? As the market recovers, we expect new ways of working, maritime digitalization, vessel technologies, greener fuels, and a rebound in trade. It is a new chapter for the industry, and for the entire world. Whatever the future holds, we know one thing for certain - it is normal for us to be a global bunker partner through all the exciting changes to come.



**Contact usa@gibunkering.com
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and ask for our bunker experts.**



Prior to founding Point Bonita, Ross Berger ran the proprietary corporate investment portfolio at Wells Fargo. In this capacity, he was the portfolio manager of \$10+ billion, with exposures including: bonds, bank debt, leveraged loans, credit default swaps, convertible bonds, whole business and royalty securitizations, receivables, and bespoke transactions. Investment approach was rigorous fundamental credit analysis with an ultimate mandate of risk-adjusted returns.

Prior to Wells Fargo, Ross was an equity and structured debt investor at GE Capital. He originated transactions and managed the full cycle of institutional private equity and participating debt investing. Ross began his career at JMB Realty/Heitman Financial in fundamental real estate private equity investing.

Ross earned a MBA from the Kellogg School of Management at Northwestern University with a double major in Finance and Marketing, and earned his BA from the University of Pennsylvania.



Rich Byrnes

Chief Infrastructure Officer, Port Houston

Keynote Speech

Rich Byrnes is a global executive and creative leader with a passion for improving business and developing people. Currently, he is the Chief Infrastructure Officer at Port Houston. His team supports international trade by focusing on Planning, Engineering & Construction, Asset Management, the Houston Ship Channel, Freight Mobility, Environmental Affairs, and Technical Analytics.

Rich's career spans engineering, operations and consulting across transportation and oil & gas sectors. He started his career wintering over and managing supply chain at the South Pole, Antarctica, then became an oilfield engineer in Saudi Arabia and Syria. Later, Rich consulted on strategy, organization, and performance for corporations and governments world-wide, and led global consulting businesses with two Fortune 100 companies.

Rich holds two Master's from MIT, in Ocean Systems Management and in Technology and Policy; a Bachelor's in Mechanical Engineering from UC Santa Barbara; an Associate's in Mathematics from Long Beach City College; and leadership certificates from Texas A&M. He also taught Leadership at Texas A&M and Strategic Management at University of Maryland. Rich lives in the Houston area, serves on the Boards of STEM-E Youth Career Development Program, Blue Sky Maritime Coalition, and Port of the Future.



Cees Boon

**Alternative fuel safety expert of the Harbourmaster Policy Department
and advisor of the (State)harbour Master of Rotterdam, Port of Rotterdam**

Panellist - Session Three: Alternative Fuels

Presentation: Port preparedness for a multi fuel port

Cees Boon started his career with the Port of Rotterdam Port Authority in 1983 as inspector for dangerous and noxious goods for the Division Harbour Master. He has ample experience in this field and hands-on experience. At present he is alternative fuel safety expert of the Harbourmaster Policy Department and advisor of the (State)harbour Master of Rotterdam.

He has been involved LNG developments in the Port of Rotterdam and is responsible for the safety framework and rules for the LNG bunkering in the port for seagoing and inland vessels.

Nowadays Cees is involved in the Energy Transition program of the port of Rotterdam with the task to establish, in addition to LNG, an international accepted harmonized safety framework and guidelines for (STS) bunkering of all the new energy carriers like Methanol, (Liquid)Hydrogen, Ammonia and electrical power for propulsion.

For this purpose he is working closely with other (port) authorities, international regulatory authorities, branch organizations and shipping companies. Cees is an active member of several workgroups within the IAPH/CMF, SGMF, INTERTANKO, IMO-GIA, CEN, WPCAP and the future fuels workgroup of IBIA. He is involved in many international programs to establish new fuels bunker infrastructure, including pilots for bunkering for H₂, NH₃ and Methanol in the port of Rotterdam.



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Constantinos Capetanakis

Bunker Director, Star Bulk, IBIA Vice Chairman

Moderator - Session Three: Alternative Fuels

Constantinos studied Law in Greece (LLB) and England (LLM in Maritime Law – University of Southampton). He is a qualified Greek lawyer since 1997 and English solicitor since 2002.

From 1998 to 2002 he was the Legal Counsel of Excel Maritime Carriers, a Piraeus-based shipping company listed in NYSE. From 2002 to 2004 Constantinos worked as a marine litigation solicitor at

Holman Fenwick & Willan, both in London and Piraeus. Between 2004-2013 he was a shareholder and Director of Quantum Shipping Ltd., a shipping company of Constantinos' family interests, where he was responsible for the company's investment strategy as well as for all legal, commercial and managerial issues.

In 2014 Constantinos joined Star Bulk, serving as General Manager of a number of private vessels and subsequently as Executive Vice President – Control Director of the group's procurement arm, Ship Procurement Services SA. Since 2019 Constantinos is serving as Star Bulk's Bunker Director, responsible for bunkering procurement / strategy and Star Bulk's cooperation with bunker industry stakeholders.

In 2020 Constantinos was, for the first time, a candidate in IBIA's Board elections and got elected as IBIA's Board Member.



Guido Cardullo

Head of Business Development, Fratelli Cosulich Spa

Panellist - Session Three: Alternative Fuels

Guido Cardullo is the Head of Business Development of Fratelli Cosulich, a world leading bunker trading company with offices in Hong Kong, Vietnam, Singapore, Dubai, Athens, Genoa, Monaco, Paris and New York.

Before that, he was Managing Director of the Singapore office of Fratelli Cosulich, where they operate

as a physical supplier with a fleet of 6 owned bunker barges.

Mr Cardullo joined Fratelli Cosulich in 2011.



Richard Clark

Trader, Hartree Marine

Panellist- Session Eight: Licensing transparency and ethics in the Bunker industry

Started in the bunker industry in 1980 with Chevron London before moving to Bunkerfuels and then Trans-Tec Services as bunker broker in the late 80's. Moved to San Francisco with Trans-Tec in 1992 to help develop the Pacific Rim business and eventually became manager of that office for World Fuel Services. Left WFS in late 2020 and started with Hartree in January 2022 as a back-to-back trader for

the Americas and based in San Francisco.



Giulia Cosulich


ESG Corporate Director, Fratelli Cosulich

Panellist - Session Eight: Licensing transparency and ethics in the Bunker industry

I have started my career in 2004 in MSC Cargo Division in New York City and then moved to Accountability, a think tank in London in the field of ESG standards' setting. I then moved back to Italy and, in my fifteen years as a sustainability consultant, I have had the opportunity to engage Corporate professionals to design business strategies, governance systems and stakeholder engagement programs

that foster social and environmental sustainability in the Italian scenario in very different sectors ranging from Banking to Utilities.

I am now both Managing Director of Link Industries, a Fratelli Cosulich family Group Company, trading in industrial and building products and I was recently appointed ESG Corporate Director in Fratelli Cosulich Group to drive all our activities towards a more sustainable future.



Fuel Oil Analysis



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Timothy Cosulich

CEO Fratelli Cosulich, IBIA Chairman

Welcome Address

Timothy started his career as a Consultant at PricewaterhouseCoopers first in London and then in Madrid, in the Valuation & Strategy department, focusing on M&A transactions. He then got his MBA from INSEAD and later on joined the A.P. Moller Maersk Group in The Netherlands as a General Manager, focusing on New Terminals acquisition and development. In 2010 Timothy joined his family business, Fratelli Cosulich, where he sits on the Group Board of Directors and holds the role of CEO - Marine Fuels. Fratelli Cosulich is a diversified Group founded in 1857, fully owned by the Cosulich family, now at its sixth generation. The Group is active in a number of aspects of the Shipping Industry, from ship-owning, to ship-agency, freight-forwarding, catering, manning, yacht-services, and marine fuel trading and supplying. Fratelli Cosulich has offices in 15 countries, approx. 1,000 employees worldwide and a yearly turnover of USD 1.9bn. Timothy is also the Chairman of IBIA Asia and sits on a number of boards, including IBIA, YPO Singapore, and the Italian Chamber of Commerce in Singapore.



Frank Dahan

Director Transport Services and Global Fuel Strategy, CSL Group Inc, IBIA Americas Board Member

Panellist - Session Five: Buyers' panel: Coping with the present, planning for the future

Frank is the Director of Transport Services and Global Fuel Strategy for Montreal based worldwide shipowner Canada Steamship Lines, also known as CSL Group. With offices in Canada, USA, Australia, London, and Asia, he heads all commercial operations for the Canadian Fleet. Frank also leads the Global fuel desk and elaborates the fuel procurement strategy. He has over 25 years of experience in oil and energy industry and Bunker Procurement strategy activities. Frank Dahan also supports all sustainable alternative fuel initiatives at Group CSL Inc, such as the Biofuel Fuel Testing program, which was launched in 2019 and is to date one of the largest ongoing B100 Biodiesel trial on marine engines in the world. Prior to joining CSL Group, Frank was head of bunker trading at a Montreal based bunker trading firm. Frank Dahan graduated John Molson school of business with a Finance major and minor in economics.



Roger Alexander Dekkers

Group Trade Finance Director, Monjasa

Panellist - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

Roger has been with Monjasa for 4.5 years primarily responsible for the group's financing needs. Roger recently moved to Houston to become General Manager at Monjasa for North America. Roger is an experienced global trade finance professional working in Europe, the Americas and the Middle East. He spent 13 years with ABN AMRO in the commodity trade finance team, starting in 2005 in Rotterdam and eventually became regional head of trade commodity finance with ABN AMRO Bank prior to joining Monjasa.



Casper Pasgaard Dybdal

General Counsel, Group Legal, Bunker Holding Group

Panellist - Session Eight: Licensing transparency and ethics in the Bunker industry

Casper Pasgaard Dybdal is the General Counsel in the Bunker Holding Group being overall responsible for the groups legal and compliance department. Prior to joining the Bunker Holding Group in 2014, Casper has past experience from another marine fuel industry leader, the financial industry, and has for a number of years been lecturing as part-time associate professor at a university in Denmark. In Bunker Holding compliance is seen as a license to operate and is an important element in enabling responsible decision-making.



Marines

● You are the reason that
drives us

to sail by your side, supporting
your operation.

ing across the Bunker Holding Group. The Bunker Holding Groups compliance program is led by Casper together with the Global Head of Compliance, with day-to-day operations being carried out by a global team of 11 experienced compliance professionals in Denmark, Singapore, Dubai, and the US. Casper and the team aim for a compliance program where “compliance” is more than just a program to follow rules, regulations, and requirements. Their ambition is to make sure “compliance” is founded in the Bunker Holding Groups corporate values to be decent in managing the business.



Unni Einemo

IBIA Director, IMO Representative

Welcome Address

Presentation - IMO and EU Regulations impacting the marine fuels sector

Moderator - Session Seven : Bunker Quality - How is it evolving?

Unni Einemo joined the IBIA secretariat in April 2016 as its IMO Representative, Media and Communications Manager after two years as a non-Executive board director. She was promoted to Director in order to serve as the global head of the Association in September 2018 following a unanimous decision by the board of IBIA. Prior to joining IBIA, she worked for two decades as a journalist and analyst in the marine fuel and shipping industries in her capacity as Managing Editor for the highly regarded Bunkerworld and Sustainable Shipping specialist news services at Petro-media, and later Platts, which acquired Petromedia in July 2015. She has gained expert knowledge through engaging with industry, attending numerous maritime and energy conferences, and regularly attending IMO meetings, and has herself become a sought-after speaker at industry events.

Lloyd's List named her as one of 'Ten women influencing shipping in 2019' ahead of the publication's annual Top 100 most influential people in shipping series, and among the “Top 10 in regulation” in 2018.

Unni is a Masters Graduate from the School of Oriental and African Studies in London, with a major in Contemporary Politics of the Middle East.



Matias Engel

Bunkers, Hafnia

Panellist -Session Five: Buyers' panel: Coping with the present, planning for the future

Combined 9 years of experience in the bunker industry from both the trading and most recently the buying side with Hafnia and our bunker alliance. I believe in close strategic supplier-buyer relationships, unity, and transparency to support long-term mutual goals to better prepare for the green transition on potential net-zero emission goals all across the supply chain.



Sandra Ennor

President, Transparensa Fuels, LLC

Moderator - Session Five: Buyers' panel: Coping with the present, planning for the future

Sandra Ennor is the President and CEO of Transparensa Fuels, LLC which she founded in June 2017. Sandra and her growing Connecticut-based team have a breadth experience across the bunker landscape as brokers, traders, buyers and on the physical supply side. Transparensa Fuels is a 100% independent global brokerage only company focused on bringing clarity, professionalism, ethics, and expertise to marine fuels procurement. Sandra is a 1998 graduate of the U.S. Naval Academy. Prior to entering into bunkering, she served over 9 years as a U.S. Navy combat helicopter pilot and is a decorated combat veteran for her work during Operation Iraqi Freedom. Sandra is currently serving as the President of the Connecticut Maritime Association and is an active WISTA and IBIA member. Transparensa Fuels is a US certified woman- and veteran-owned small business.



Eric Evans

President, EVANS Advisory LLC, IBIA Americas Regional Board Member

Panellist - Session Five: Buyers' panel: Coping with the present, planning for the future

Eric is a seasoned Executive with over 40 years of leadership experience and expertise in finance operations, global sourcing and fuel management of marine fuels, sales and marketing of global fuel supply, marine transportation and infrastructure management, development of alternative fuels, and managing environmental compliance and sustainability projects.

Eric is President of EVANS Advisory LLC, specializing as an Energy Consultant-Strategic Advisor for Marine Fuels, LNG, and Sustainability. He is supporting and engaged with various clients, shipowners, and asset management companies in the marine fuels, finance, petroleum, and oil infrastructure operations. During his career he has worked for large NYSE traded companies Carnival Corporation, El Paso/ Coastal Refining and Marketing and ICON International. He currently sits on the Board of Directors of WEST Indies Petroleum, Serves as strategic advisor to K2 Capital and Florida Solar Partners. Eric supports various non-profit organizations and community interests.

Eric's experience includes working on various projects including Carnival Corporation's Exhaust Gas Cleaning Project with the USCG and EPA, and the development and implementation of bulk marine LNG as an alternative fuel. Leadership responsibilities also include lobbying and government affairs, international sales and marketing, asset management, human resources, and business development. He has experience in creative cost management of billion dollars spend through innovative strategies and market driven negotiations.

Eric is a founding and two-time Board Member of the International Bunker Industry Association (IBIA), served as an oil industry liaison on the Florida Department of Natural Resource Oil Spill Council following the enactment of OPA 90, and universally recognized petroleum expert supporting the Cruise Line International Association (CLIA). He has extensive public speaking experience at many industry conferences and symposiums.



Sofia Fürstenberg Stott

Partner, Fürstenberg Maritime Advisory, and Maritime Director, Ammonia Energy Association

Panellist - Session Three: Alternative Fuels Panel

Sofia, Partner at Fürstenberg Maritime Advisory (FMA), is a transition agent, helping maritime stakeholders progressing the energy shift, and developing ESG strategies for mutual value creation and risk sharing. FMA are Maritime Directors to the Ammonia Energy Association, where they facilitate

knowledge sharing and connection between maritime and ammonia industries. FMA are members of the Getting To Zero Coalition and in various outfits support the UN Ocean Decade. Sofia was previously Innovation Portfolio Manager at Maersk, Business Development Manager for Nor-Shipping, and Senior Consultant at DNV. In the industry since 2006, she has worked in Oslo, Singapore and Copenhagen. Based in Sweden, she is a Board Member of WISTA International and leads its Tech and Futures Committee. She has a MSc in Chem. Eng. from Lund University, DNV's Top Tech Diploma from Haas Business School, Berkeley, and is a graduate of the Blue MBA, Copenhagen Business School.



Rolando Garzaro

CEO, GTGlobal Group / GTBunkers, IBIA Americas Regional Board Member

Panellist - Session Six: Regional Suppliers Focus: Americas North, South and the Caribbean

Born in Guatemala City, Guatemala in April 1970.

Happily married for 33 years. Blessed father of two and grandfather of one. Joined ExxonMobil in 1990 as Operations Trainee. Performed different supervisory and managerial position in aviation, lubricants, chemicals, marine terminal operations and marine fuels. Last position performed was Central America Marine Fuels Manager.

Left ExxonMobil in 2008 for founding GT Global Group; a group of companies dedicated to the distribution of aviation, marine and land fuels and lubricants in the Caribbean, Central and South America under the brands GTBunkers, PetroSolutions, and

PetroMarine.

Actually, working on the development of new infrastructure and the logistic chain to provide solutions for the Emissions Control initiatives in the region, supplying Aqueous Urea and Caustic Soda solution for the marine market.

Member of different business organizations such as IBIA, AmCham Guatemala and Chamber of Commerce Guatemala.



Marc Refsoe Holm

Senior Fuel Oil Trader, Hartree Partners

Panellist - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

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Tammi Ingannamorte

Vice President of Sales - America, ZeroNorth, IBIA Americas Regional Board Member

Panellist - Session Four: The role of Digitalisation

Based in New York, Tammi is the Vice President of Sales - America for ZeroNorth. Following ZeroNorth's acquisition of ClearLynx, Tammi focuses on business development and sales of the ZN Bunker solutions, as well as the expansion of ZeroNorth's offices, teams, and optimization products in the Americas region. With a firm commitment to ZeroNorth's mission to make global trade green, Tammi

understands the holistic approach of connecting the dots across global trade and combining voyage, vessel, and bunker to cut emissions and deliver savings from today.

Tammi started her career in maritime as a bunker broker with LQM Petroleum in the 90's fresh out of school. She became a partner in 1992 while serving as Vice President of Marketing and Sales, managing 17 brokers in five offices and LQM became the largest international pure bunker brokerage company. Simultaneously, she began working with a team to develop ClearLynx, which became the leading bunker procurement system.

In 2015, LQM Petroleum was sold and Tammi decided she would put all her focus into developing and growing the technology spin-off, ClearLynx which she continues to do today with ZeroNorth.



Rasmus Jacobsen

Managing Director, Americas Monjasa, IBIA Americas Regional Board Member

Panellists - Session Six: Regional Supply Focus: Americas North and South and the Caribbean

Relocating from Denmark to Stamford, US in 2011 to set up Monjasa's first presence in the Americas, Rasmus Jacobsen has developed in-depth knowledge of the global oil and shipping industries for more than a decade.

Coming from an internal position as Bunker Trader and General Manager, Rasmus Jacobsen was appointed Managing Director for Monjasa Americas in 2016. Since his accession to the Monjasa Group top management, Rasmus has contributed significantly to the strategic, organisational and commercial development of the Monjasa Group.

Today, Rasmus Jacobsen is located at Monjasa Americas' headquarters in Panama City from where he oversees Monjasa's maritime operations in Houston, Panama, Colombia and Brazil. Overall, Monjasa Americas employs 60 maritime specialists located in Stamford, Houston, Panama City and Rio de Janeiro and supplies around 2.5m tonnes of marine fuels years.

Educated as Sergeant First Class, Rasmus started his professional career in the Danish Army, which included secondments with NATO forces in Kosovo in 2005 and the coalition forces in Iraq in 2007. In addition, Rasmus Jacobsen holds experience from the LEGO Group in Denmark, where he worked with supply chain management from 2009-2011.



Jack Jordan

Managing Editor, Ship & Bunker

Moderator - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

Jack Jordan is an experienced financial editor and reporter with a degree in Arabic and Russian, a post-graduate diploma in newspaper journalism and several years' history of covering the oil and shipping industries and capital markets. His career has included appointments with Bloomberg, Argus Media, and S&P Global Platts. Jack is based in London, UK.



Mikkel Kannegaard

CEO, Maersk Oil Trading

Panellist - Session Three: Alternative Fuels Panel

Mikkel Kannegaard is the CEO of Maersk Oil Trading and has more than 20 years of experience in shipping, logistics and the oil industry and has worked in various countries across four different continents.

During his career, he has held a wide array of leadership and project management positions spanning over P&L responsibility to functional roles working in both business units and at corporate levels.

He has solid insight in the bunker industry, both from a commercial as well as a procurement angle, including the risk management aspects of oil transactions.

More recently Mikkel been involved in green fuels and the transition of the marine industry from a fossil based fuel to a carbon neutral fuel.



Georgia Kounalakis

Managing Director, Bunker One USA Inc.

Panellist - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

Georgia is a highly skilled and accomplished marine fuels executive serving in various leadership roles for for leading both private and publically-traded Independent physical supply bunkering companies. She is experienced in the development and implementation of corporate strategic plans in the marine fuels sector and brings almost twenty years' of experience in bunker fuel trading, business develop-

ment, logistics, and M&A.

In addition, she has led new business start-ups, expanded businesses into new markets, and taken a lead role in capital raising efforts. Her accomplishments are many and include successful conclusion of multiple acquisitions, various structured transactions involving investment in existing bunkering markets as well as non traditional locations. Georgia's success is rooted in her ability to use market, industry, competitor and economic analysis to identify and capitalize on business growth opportunities. She uses her in depth market knowledge and understanding of the North American Marine fuels business and shipping markets to take a proactive response to risks and opportunities, and as a baseline for continuous quality improvement in logistics and product quality control. Georgia has been selected by CEOs as well as several executive management teams to serve as a member of a strategic task force focusing on global business growth planning. Georgia is a well known figure in the marine fuels industry with extensive relationships in the maritime arena, refineries, and the finance community.



Ian Mathew

Senior Legal Counsel, Peninsula

Panellist - Session Eight: Licensing transparency and ethics in the Bunker industry

Ian Mathew is Senior Legal Counsel at Peninsula, the global marine energy company. An English qualified solicitor based in London, Ian advises primarily on Peninsula's marine fuel supply operations, its shipping arm and sustainability initiatives. Ian also oversees Peninsula's sanctions compliance frame-

work. He was a shipping and commodities litigator in private practice who also has experience working for a P&I Club. Ian is graduate of Manchester University and the London School of Economics.



Jeff Mildner

Founder, Vortex Development Group

Panellist - Session Four: The role of Digitalisation

Jeff brings 30+ years of software experience to the bunker industry and is at the helm of Vortex Development Group. The company is laser focused on guiding marine fuel delivery paperwork into the digital age. We've been working to transform an industry reliant on rubber stamps, inkpads, and pens by ushering in 21st century technology.

It was obvious from our humble beginnings in 2015 that handwritten, pen-on-paper delivery receipts for high-value cargo were destined to be replaced with a digital equivalency; we formed Vortex to be at the forefront of that effort. With boots-on-the-ground experience conducting deliveries, we saw that it's about legibility, accuracy, record keeping, ease of use, and a sign-on-glass experience.

Digital Bunker® from Vortex (available on Apple's App Store and Google Play) delivers secure Marpol Annex XI compliant Electronic Bunker Delivery Notes (E-BDN's®) and ISGOTT / Coast Guard compliant E-Ship Safety® (Declaration of Inspection) reports. Designed with an easy-to-use interface for deliveries made via Ex-pipe, Truck or Barge, the software automates 2004 API Volumetric calculations, and provides digital vessel Ship Stamps tagged with GPS location data. All stakeholders receive emailed PDFs and back-office accounting data is sent electronically to CRM systems for invoicing and archiving instead of being re-typed.



Jason Miles

Chief Executive Officer, Quadrise Fuels International Plc

Panellist - Session Three: Alternative Fuels

Jason spent the first twelve years of his career developing oil-in-water emulsified fuel projects as a Process Engineer for BP, and subsequently for PDVSA as Business Development Manager where he implemented numerous Orimulsion® power projects globally. Jason joined Quadrise in 2006 and now has some 30 years' technical and commercial experience in the emulsion fuels industry. He

launched the marine fuel and biofuel projects for Quadrise, involving Maersk Line, Wartsila, MAN Diesel and most recently MSC. Jason is a chartered Chemical Engineer, studied Chemical Engineering (Hons) at Loughborough University, and has an Executive MBA from the Bayes Business School in London (formerly Cass).



Christian Plum Ph.D.

Head of Bunker Products, StormGeo, IBIA Americas Regional Board Member

Panellist - Session Four: The role of Digitalisation

Christian is Head of s-Bunker product at StormGeo. He has worked with digitization of the bunkering industry since 2007 when he started at Maersk Oil Trading. He has achieved a PHD degree in algorithms and has published several articles on algorithms for container network design and bunker purchasing.

In 2018, he co-founded BunkerMetric, who built decision support tools for the bunkering industry, in particular BunkerPlanner, now s-Bunker, which supports bunker buyers in choosing the right Port, Volume and grade, to satisfy all operational and environmental rules, while minimizing costs.



Frank Ray

Bunker Sales Specialist, GCC Supply & Trading

Panellist - Session Six: Regional Supply Focus: Americas North and South and the Caribbean



Flavio Ribeiro

CEO, Bunker One (Brazil), IBIA Americas Regional Board Member

Panellist - Session Six: Regional Supply Focus: Americas North and South and the Caribbean

Flavio Ribeiro has been an active member of the bunkering industry for over 20 years. During his career, he has held positions as trader, business development manager and Managing Director of leading companies in the industry. Since 2014, he is in charge of Danish group Bunker Holding A/S' subsidiaries in Brazil (Bunker One). His strong commitments to the development of the sector in Brazil prompted the initiative to create ABRABUNKER - Brazilian Bunkering Association, where he is the president, and which has played an important role in the discussions with local regulators and stakeholders, aiming for a well-structured business environment.



Charlotte Røjgaard, M.Sc.

Global Technical Manager Bureau Veritas, VeriFuel

Panellist - Session Seven: Bunker Quality - How is it evolving?

Charlotte Røjgaard has an MSc in Chemical Engineering and is the Global Technical Manager for Bureau Veritas Marine Fuel Services.

Charlotte joined Bureau Veritas in 2015 and has been instrumental in strengthening the company's expertise in accurate testing and inspection of marine fuels and bringing VeriFuel - the new Fuel Testing Program - to market. VeriFuel is designed for today's marine industry and sets the standard in marine fuel testing. Developed by a team of industry experts on both the user and vendor side of the submitted sample market, the program has been designed to meet the challenges faced by vessel operators in today's complex and busy environment.

Charlotte also represents Bureau Veritas Marine Fuel Services at conferences and key industry committees, such as ISO 8217/TC 28/SC 4/WG 6 and CIMAC WG7 Fuels for which she is currently the secretary.

Charlotte began her career at MAN Diesel & Turbo where she spent 14 years. In 2010 she joined DNVPS in Singapore, eventually rising to the position of Group Technical Director.



Daniel Rose

CEO, Shipergy

Panellist - Session Four: The role of Digitalisation

Daniel is a Marine Fuels Executive with over 20 years of experience in commodities and shipping. He is the former CEO of the well known bunker group LQM where he launched 'LEAF' - the shipping industry's first alternative fuels database in 2020. Additionally, Daniel was CCO of OceanConnect Marine and was a Director of Integr8 Fuels under the Navig8 group. Starting his career as a marine credit analyst Daniel has occupied senior roles within both credit and commercial verticals. Most recently, Daniel was employed by the prestigious 'Signal Group' to build a new bunkering business that leverages fleet volume and best in class technology. This business was launched under the Shipergy brand in 2020 with Daniel as CEO.



Darren Shelton

Co- Founder, FuelTrust

Panellist - Session Four: The role of Digitalisation

Darren Shelton is a 26-year veteran of the maritime industry having managed multiple shipping agencies, serving as lead auditor in ISO quality management systems and most recently being tasked with driving their digital initiatives for a premier global maritime agency. In 2018 he envisioned a block-chain startup for the downstream energy sector which led to his co-founding FuelTrust, a data science company with Greentech SaaS solutions. Darren studied at Stephen F. Austin State University and Hope International University, has received honorary degrees from Alvin Community College and presently serves on the Board of Regents at ACC. He is Chairman of both the Lone Star Harbor Safety Committee and the Alvin-Marvel Area Chamber of Commerce, in addition to serving on the boards of several other community organizations. He and his family reside in the Houston suburb of Alvin TX.



Jason Silber

Head of Business Development and Lead Analyst, Infospectrum Ltd

Panellist - Session Eight: Licensing transparency and ethics in the Bunker industry

Jason is Lead Analyst and Head of Business Development at Infospectrum Ltd, the premier maritime, energy and commodities due diligence and credit information provider in the world.

Jason began his career in 1995 at MRC (the stone-age era predecessor to Lloyds Intelligence), soon becoming team leader of their US office. Following years in the finance sector, Jason established the business development team of Peninsula Petroleum Ltd in 2012, headed Platts Ocean Intelligence from 2016 to 2019 and briefly ran a boutique consultancy, before joining Infospectrum in 2022.

Jason has been a ubiquitous presence in the maritime and bunker sectors, authoring numerous articles, hosting podcasts and videos, and presenting at conferences worldwide.



Steve Simms

Principal, Simms Shower LLP, IBIA Board Member

Moderator - Session Eight: Licensing transparency and ethics in the Bunker industry

J. Stephen ("Steve") Simms is a Principal of Simms Showers LLP. He serves as Chair of the International Bunker Industry Association (IBIA) Legal Working Group, a member of IBIA's Board and the Legal Advisor to SEA/LNG, the industry group promoting LNG as a vessel fuel.

Simms Showers is one of the world's most active law firms working in the area of bunker trader, broker and supplier representation, vessel arrest, maritime attachment, and related maritime remedies for creditors. The Firm has to date recovered over \$700 million for its clients as the result of vessel arrest and maritime attachment proceedings throughout the world.

Mr. Simms was selected for the United States Department of Justice, Honor Law Graduates Program and served as a federal prosecutor. He was Editor-in-Chief of the Northwestern Journal of International Law and Business at Northwestern University School of Law (Chicago), holds an M.A. in International Studies from The Johns Hopkins University School of Advanced International Studies, and a B.A. in International Studies from The Johns Hopkins University.

He is the Husband of his wife of 32 years, Denise, and Dad of daughter Alison and son John, and of Benson the Coton de Tulear (the royal dog of Madagascar, somewhat removed from actual royalty).



Tom Sosnowski

Associate Director, Global Marine Fuels, Opis

Panellist - Session Two: Coping in a World of Extreme Price and Interest Rate Volatility

Tom Sosnowski is Associate Director, Global Marine fuels for OPIS, A Dow Jones Company. Tom has more than 15 years of experience in the heavy fuels markets and currently oversees bulk and bunker fuel pricing for the Americas. In the past, Tom has been certified in ship chartering by the Law Society of England and Wales. Tom is a graduate of Gettysburg College, where he earned a BA in Communications.



Ananth Srinivasan

Vice President, V-TIC Services

Panellist - Session Seven: Bunker Quality - How is it evolving?

Ananth currently serves as the Vice President at V-TIC Services. V-TIC Services focuses on the Supply side of the Fuel supply chain and is intimately involved in supporting suppliers across their business. From helping suppliers develop fuels for the future, to helping them develop the basis of design of their refineries, the V-TIC Services team was developed to be at the cutting edge of our customer's

next challenge.

Ananth Srinivasan has over eighteen years of experience working at Baker Hughes and in a startup, in a variety of roles including P&L Management, Sales, Operations, Engineering, Product Development, and Project Management. His breadth of experience spans the Oil and Gas sector from Upstream operations to the Marine Shipping business.

He has an Executive MBA from Texas A&M and a Masters in Chemical Engineering from the Colorado School of Mines helping combine technical knowledge with commercial acumen to help clients succeed.



James Stapleton

Vice President, Global Marine at Parkland Marine, IBIA Americas Regional Board Member

Panellist - Session Six: Regional Supply Focus: Americas North and South and the Caribbean

James Stapleton is a graduate of the United States Merchant Marine Academy where he graduated with a Bachelor's of Science, Marine Transportation and a USCG Third Mate License. His sailing experience includes time onboard product tankers, break bulk vessels, container ships, military pre-positioning vessels and bulk coal carriers. Mr. Stapleton has 25 years of professional Maritime and International Business experience that include vessel scheduling, operations, operations management, fuel buying, fuel treatment, fuel sales and sales management. Mr. Stapleton joined Tropic Oil company in 2015 where he managed both commercial and marine sales of fuels and lubricants as the Vice President of Sales. Parkland USA acquired Tropic Oil in 2019 and restructured the management team placing Mr. Stapleton in the role of Director, Marine Sales where he successfully managed the integration of the bunker teams of Tropic Oil and Sol (Caribbean) providing a platform for bunker sales extending from multiple markets in Florida to 17 markets throughout the Caribbean. Mr. Stapleton was appointed to his current role as Vice President, Global Marine in April of 2022 and has been tasked with creating a "One Face to Market" strategy for all of Parkland's marine business. Parkland Marine was created shortly thereafter and is currently in the process of building the infrastructure and management team in order to be prepared for full operations and offerings in 2023.



Adrian Tolson

Director and Lead, BLUE Insight, IBIA Treasurer and Board Member, IBIA Americas Chairman
Moderator - Session Four: The role of Digitalisation

Adrian Tolson is the Director and Lead for BLUE's Insight practice, and one of the shipping industry's leading marine energy experts. With more than 30 years of experience he has both detailed knowledge and insight into the supply and demand side of marine fuel, and into bunkering infrastructure development.

In 2015, Adrian founded maritime consultancy 20|20, which was acquired by business, brand and communications consultancy, BLUE, in 2019. Adrian leads BLUE's Insight practice, which provides commercial advisory, research and intelligence services across the key areas of transformation within the maritime industry. This includes the changing marine energy supply chain, digitalisation and the drive for decarbonisation and sustainability.

Adrian leads numerous global business development projects across the marine supply chain. This includes assisting ship owners and suppliers on fuel procurement and supply strategies in a post 2020 world; the development of bunkering infrastructure projects for clean and new fuels; as well as working with the financial and investment community on the opportunities of the future marine energy landscape.

Adrian's experience spans leadership roles with some of the industry's largest marine fuel suppliers, including Chemoil Energy, where he was responsible for successfully driving the company through to IPO; and as Vice President and General Manager of OW Bunker where he established its physical supply operation in the USA.



Hauk Larsen Wahl

US BD Manager, Intertek

Panellist - Session Seven: Bunker Quality - How is it evolving?

Hauk Larsen Wahl is the Business Development Manager for Intertek Lintec, responsible for the Americas and Scandinavian markets.

Prior to joining Intertek Lintec, Hauk spent 21 years in the Fuel Quality Testing and Bunker Quantity Survey business, holding positions in Sales and Management in Oslo, Fujairah and Houston.

Early in his career, Hauk sailed onboard container vessels and then later worked with sales of EPIRBs, AIS systems, Marine VHF Radios and Exhaust Gas Cleaning Systems (Scrubbers).

Hauk holds a Bachelors Degree in Petroleum Engineering from Texas A&M University and a Masters Degree in Management from BI Norwegian Business School.

Hauk currently resides in Houston, and holds dual Norwegian/American citizenships.



Stefka Wechsler

Marine fuel and fuel oil price analyst, Argus Media

Panellist - Session Three: Alternative Fuels Panel

Presentation: Alternative fuels – how are they priced?

Stefka Wechsler joined Argus in 2012 as an editor and marine fuel analyst contributing to the daily price and news report Argus Marine Fuels. She created and maintains a marine exhaust scrubber database and an alternative marine fuels-powered vessels database. In addition to conventional bun-

kers, she tracks prices of alternative marine fuels (ammonia, LNG, methanol, biofuels, etc.). Formerly a residual fuel oil consultant with Poten & Partners (2006-2012), where she focused on market analysis for fuel oil production, consumption and regulations. She contributed to the monthly Fuel Oil in World Markets and Fuel Oil Opinion reports and co-authored the study Marine Fuel Regulations 2010-2025, among others. Stefka has an extensive network of marine fuel suppliers, traders, brokers and shipowners in all major ports in North America and Latin America. She has an MBA from Fordham University.

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Monjasa is a global partner in the oil and shipping industries and among the world's 10 largest marine fuel suppliers. Our core business includes reselling and supply of marine fuels and shipowning activities.

By emphasising strong personal relations and engaging with local shipping communities, we service shipowners, charterers and operators in more than

700 ports worldwide. Our fleet of some 20 tankers has helped us reach prominent positions in hard-to-reach markets such as West Africa, Latin America and the Middle East.

Monjasa was established in Denmark in 2002 and today employs around 500 traders and other maritime specialists and recorded total revenue of USD 3.2bn in 2021.

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Website: <https://monjasa.com/>

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Bunker One is your expert in bunker fuels. We have decades of experience in blending, storing and supplying marine fuel products. We are highly committed and will go to any length while considering all aspects to bring the optimal bunker solution for you.

During the implementation of IMO 2020 and now transitioning towards more sustainable fuels, our consultants are ready to guide and give insights to our customers on quality, biofuel blends, pricing strategy and technical issues.

Let's make bunkering easy, straightforward and transparent. Don't hesitate to contact us at www.bunkerone.com

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OPIS, a Dow Jones company, provides accurate price discovery, real-time news and expert analysis across the global fuel supply chain, including the Spot, Wholesale Rack and Retail markets. OPIS enables customers to buy and sell energy commodities with confidence by providing easy access to reliable, transparent data, ex-

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Media Partner

Ship & Bunker

Ship & Bunker is the world's most read marine fuel-focused publication, and the leading independent source of quality daily industry news, exclusive features, and daily & historical bunker price indications.

Website: <https://shipandbunker.com/>

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ORGANIZACIÓN TERPEL is a company that sells Fuel in Colombia for automobiles, aircraft and vessels. It also produces lubricants with international operations in Panama, Ecuador, Peru and the Dominican Republic in the aviation market. It is the largest distributor of vehicular natural gas in Colombia

We have a highly qualified team that makes our operations fast and safe for every customer. Our bunker business is located in Colombia and Panama where we deliver by barge, truck and pipeline.

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Website: www.terpel.com

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With over 30 years of experience in Marine fuel and worldwide coverage, the expert at Seahawk Services can help you make sense of today's Marine Fuel market.

In the post-IMO 2020 market, saturated with panic and misinformation around the VLS-FO, the international bunker industry is operating on a fragile foundation of mistrust.

Seahawk Services exists to champion integrity for its clients, delivering quality, timely,

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ReSeaWorld is an Italian trading company of marine fuel and lubricants, based in Naples, with a branch in Athens and referent in South Korea.

Founded in 2016 and bases its foundation on more than 35 years management experience in the Shipping and oil industries.

The main strength of ReSeaWorld is the direct and preferential relationship, consolidated over the years, with international stakeholders in the Shipping and oil industries worldwide.

ReSeaWorld also takes pride in the relationships established with clients and suppliers that have been the result of mutual esteem and trust.

Its principal aim is to satisfy clients with the best service through experience and professionalism.

Website: <https://reseaworld.com/>

1st Day Coffee Breaks Sponsor



GTGlobal Group was founded in 2018. It is a holding of companies dedicated to the trading, distribution and transportation of petroleum products, and provision of services related to the energy industry such as logistics, technical consulting, maintenance and emission control solutions.

GTGlobal Group operates in Central and South America under two main brands: GTBunkers and PetroSolutions.

GTBunkers operates in the main ports of Central America and Panama supplying marine fuels and lubricants, Marine DEF (AUS) and Caustic Soda Solution by pipeline, tank truck or barge, depending on the capabilities on each location.

PetroSolutions is dedicated to the distribution of land and aviation fuels and lubricants for all industry applications in Central America, Panama and Colombia.

Website: gtglobalservices.com

2nd Day Coffee Break Sponsor



Simms Showers is one of the world's most active law firms working in the areas of vessel arrest, maritime attachment, and related maritime remedies for creditors. The Firm regularly advises leading bunker traders, suppliers and brokers on the many critical issues in advance of 2020, including important revisions to sales terms and conditions, bunker delivery receipts, and sound credit and recovery planning. Simms Showers has to date recovered over U.S. \$500 million for

its clients in vessel arrest and maritime attachment proceedings throughout the world. The Firm has represented major creditors in most every international maritime bankruptcy over the last 25 years, including Hanjin and OW.

More information is at the Firm website, simmsshowers.com

Bottled Water Sponsor



Established in 1961, Glander International Bunkering is one of the longest-standing bunker trading and brokering firms in the world. Our experts work to fuel the global shipping industry and serve our clients with integrity, professionalism, and enduring business relationships. Operating from Dubai, Florida, Montreal, Mumbai, Geneva, Singapore, Tønsberg, Oslo and Valencia, our network provides coverage and expertise

across all markets, time zones and conditions.

Visit gibunkering.com for more information.

IBIA-CMA Welcome Cocktail Sponsors



Houston-based Bomin Bunker Oil Corp. is an established physical supplier of marine fuels with operations in Houston and surrounding US Gulf ports, Norfolk, Virginia, Panama (both Balboa and Cristobal) and Ecuador. The business portfolio covers activities ranging from the supply of bunker fuels to lubricants and other services to the shipping industry.

Bunkering - The American Houston

Bomin supplies a full range of ISO 8217-compliant fuel oils and distillates via barge to vessels in the Houston Ship Channel and its surrounding ports, including Galveston (TX), Texas City (TX), Freeport

(TX), Port Arthur (TX), Beaumont (TX), Lake Charles (LA), and, weather conditions permitting, at Bolivar Roads anchorage.

Norfolk

Working from storage at IMTT Terminal in Chesapeake (VA), Bomin delivers all grades of ISO 8217 compliant bunker fuels by barge or truck to vessels within the greater Chesapeake Bay, including Norfolk, Portsmouth, Newport News, Hampton Roads, Sewells Point and Yorktown. To ensure a homogenous product, Bomin can supply numerous IFO viscosities and ISO specifications via an in-line blender at the terminal. Deliveries to Baltimore including Sparrows Point and Cove Point (MD) are possible via barge from our terminal in Chesapeake. Bomin can also supply IFO and LS MGO via tank truck, if permitted by the terminal. Panama

Since 2008 Bomin has provided the highest quality bunkers at Balboa on the Pacific coast and Cristobal on the Atlantic coast. A full range of fuel oils together with gas oil (max sulphur 0.1%) is available. Deliveries can be made ex-pipeline and by barge in both ports.

Access to barges of varying capacities is available on a spot basis. As part of Bomin's quality control processes, our IFO is sourced from the US Gulf and South America. We either purchase pre-blended IFO or we blend our own cargoes.

Ecuador

Bomin provides a comprehensive physical supply of all grades of fuel oil as well as gas oil and diesel oil in all ports in Ecuador. With five barges available and specialising in supplies in both Guayaquil and Esmeraldas, the local joint-venture provides a fast, efficient, and reliable service with physical operation, own logistics, competitive prices and outstanding services.

Website: <https://www.bomin.com/>



Parkland Marine is the "one face to market" brand that covers all of the marine bunker business for the Parkland family of companies. Parkland Marine has delivery capabilities in 25 countries including Canada, Caribbean and the Southeast US and will begin transacting under this brand in January of 2023. Parkland Marine seeks to build on the marine bunker legacy of Tropic Oil Company and Sol Marine

which are part of the overall Parkland footprint. The objective of Parkland Marine is to delivery consistent quality service where operational excellence, honesty and transparency are the minimum standard.

Website: <https://parklandmarine.com/>



Petro Inspect Group is a global marine surveying & consultancy organization offering marine and cargo survey services, ranging from draught/cargo and bunker quantity surveys to marine claims and P&I condition surveys.

Our primary focus is on BQS (Bunker Quantity Surveys) and ROB (Remaining onboard) surveys including On/Off-Hire and Condition surveys. We advise and assist major ship owners and operators in preventing and deterring mal-practices on board vessels and bunker fuel tankers/ barges.

The Company was founded in 2009 and it soon expanded to 14 regions (Canada, USA, Panama, Brazil, Gibraltar, Netherlands, Greece, UAE, Singapore, Malaysia, Hong Kong, China and the Russian Federation East & West).

We are also Members of the Canadian Board of Marine Underwriters (CBMU), American Institute of Marine Underwriters (AIMU), Chamber of Shipping of British Columbia (COSBC), Marine Insurance Association of British Columbia (MIABC) and a Corporate Member of the International Bunker Industry Association (IBIA).

Through multiple offices, a solid foundation of the Company's infrastructure has been established reflecting the promising future of Petro Inspect and enhancing its position as a leading global marine surveying and inspection company.

Website: <https://www.ava-marinegroup.com>



Transparensa Fuels is a New Canaan, Connecticut-based marine fuels brokerage-only company serving ship owners and operators for their bunker requirements globally.

We are committed to trusted and transparent marine fuel procurement and to being stewards of clarity, ethics, experience, and professionalism in all that we do.

With an eye toward the future, our expert team of bunker brokers is now buoyed by the addition of a brand-new Alternative Fuels Program, which will be built out to support the new emerging fuel landscape.

Services include: Spot Bunker purchasing, consulting projects, risk analysis, contract negotiations, global credit strategy development, bunker planning, port arbitrage, purchase benchmarking, claims support, market intelligence, and concierge solutions.

Website: <https://transparensafuels.com/>



ZeroNorth was founded to lead the green transition of global trade. Working alongside our customers and partners, we truly believe that we can support shipping companies around the world to optimise their business while reducing shipping CO2 emissions. This is what empowers us.

Digital transformation isn't always easy. This is why we support our customers every step of the way. We take optimisation to the next level by creating new and innovative solutions, elevating operations through actionable data to transform and improve your business.

Made up of some of the most creative and strategic minds in shipping, with many years experience in the industry, our team of dedicated specialists work collaboratively — with our customers, our partners, and each other to exceed your expectations.

Website: <https://zeronorth.com/>

Strategic Partner



The Connecticut Maritime Association is a non-profit organization built by its members for its members. It is an Association made of individuals representing every aspect of shipping and international trade.

The CMA produces an extremely varied schedule of events and information tools for its

1,000 strong global membership.

Monthly Luncheons, Monthly Newsletter, Website, Employment Hub, Scholarships and Internships through the CMA Education Foundation, Social, Sports and Entertainment Program

Annual Conference & Trade Show: the CMA's "Shipping" event, held each March in Stamford, Connecticut has gained a reputation as the premier shipping gathering in North America and a "must-attend" event on the business calendar. A dynamic and topical seminar program, combined with cutting edge exhibits and an enormous range of networking opportunities attracts over 2,000 major domestic and international industry players each year. The event culminates in the Commodore Gala Dinner, where an individual, selected by the CMA Board, is presented with the CMA Commodore Award in recognition of outstanding contribution to the maritime industry.

Website: www.cmashipping.org **Website:** www.cmashipping2023.com

Media Sponsors



World Bunkering is the official magazine of The International Bunker Industry Association (IBIA). IBIA was formed in 1992 to provide an international forum to address the concerns of all sectors of the bunker industry. Today, it provides a central point of information and training for the

entire industry, including suppliers, buyers, traders and related services. World Bunkering features news, views and comments on all aspects of the bunker industry, from technical developments to commercial management, as well as exclusive previews and reports from IBIA events. Constructive Media is proud to continue to publish & print World Bunkering on behalf of IBIA.

Constructive Media Ltd has been supporting clients since 2003. We continue to help develop and grow corporate brands through design, print, publishing and marketing solutions. Based in South Wales, we have built a diverse client portfolio across many sectors including, shipping, building & construction, public sector services, education, healthcare and manufacturing. We can deal with any size of project from stationery through to corporate catalogues, and can do everything from the design to the mailing out the final products for you.

Constructive Media is delighted to be a sponsor of IBIA.

Website: www.worldbunkering.net



Argus is an independent media organisation with almost 900 staff. It is headquartered in London and has 21 offices in the world's principal commodity trading and production centres. Argus produces price assessments and analysis of international energy and other commodity markets and offers bespoke consulting services and industry-leading conferences.

Companies in 140 countries around the world use Argus data to index physical trade and as benchmarks in financial derivative markets as well as for analysis and planning purposes.

Argus was founded in 1970 and is a privately held UK-registered company. It is owned by employee shareholders and global growth equity firm General Atlantic.

Website: <https://www.argusmedia.com/>



Our mission is to create the free platform for all issues of the shipping industry – after all, 80 percent of our planet is water and the majority of its 7 plus billion people live close to the sea! 150+ categories of subjects are covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forward: It's the abuse of power of information that many live on and that destroys the industry, physically and technically. Enjoying the same page views per month since last year – we have reached even 37,000 plus – nearly three times since we started six years ago, we are slowly but steadily conquering the maritime world, so come on board and gradually see what you can get from this medium, entrust your written

views with allaboutshipping.co.uk, as well as your promotion in the form of an advert/banner or native advertisement.



Manifold Times

Manifold Times is a platform that offers value for every participant in the bunker supply chain via collaborations with key partners and an unwavering desire to inform; it's not just educating readers on what's happening at the bunker forefront, but behind the scenes as well.

Headquartered at the heart of Asia, our established network offers unparalleled insights into the world's key bunkering hub and beyond. Started in 2018, we are well on our way to emerge as the key Asian bunker publication.

Website: www.manifoldtimes.com

Exclusive industry updates. Timely information. Expert analysis. Singapore's first independent bunker publication Manifold Times brings you insights from the world's largest bunkering port.

To us, it's more than just about bunkers. We strive to steer the sector toward a sea of transparency, one that benefits players in today's knowledge-based economy.



Petrospot is an independent publishing, training and events organisation focused on the maritime, energy and transportation industries. Established in 2003, Petrospot publishes Bunkerspot, the leading marine fuels industry magazine, and key reference books on bunkers, marine surveying, shipping law and related issues. The company also publishes the ship.energy portal which tracks shipping's road towards a zero-carbon future.

Petrospot works very closely with government and industry in many countries and has created and organised some of the most prestigious shipping and bunkering events in the world, including London International Shipping Week, Maritime Week Americas, Maritime Week Africa, Maritime Week Gibraltar, Maritime Week Las Palmas, Portugal Shipping Week, the Middle East Bunkering Convention, ARACON, the Marine Fuels Transition Forum and the ship.energy summit. The Petrospot Academy runs a range of well-respected training courses and in-house training, including the Oxford Bunker Course, BunkerExperience and An Introduction to Shipping.

Website <https://www.petrospot.com>

Notes

Dotted lines for note-taking.

Celebrating 30 Years



IBIA

INTERNATIONAL BUNKER INDUSTRY ASSOCIATION

ANNUAL DINNER

MONDAY 27 FEBRUARY 2023

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