



## CONFERENCE PROGRAMME

# IBIA CARIBBEAN BUNKER CONFERENCE

April 17th - 19th, 2018

Hosted by Maritime Authority of Jamaica

# FUELLING A NEW ERA IN THE CARIBBEAN



Hyatt Zilara, Montego Bay, Jamaica

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# WELCOME

Dear Delegates / Conference Attendees,

It is a great pleasure for us to address you today on behalf of the International Bunker Industry Association (IBIA) and our partners here in Jamaica, the Maritime Authority of Jamaica.

IBIA aspires to be the voice of the global bunker industry and represents every aspect of the industry value chain from suppliers to buyers, traders, brokers, port authorities, regulators, surveyors, ship owners, barge operators, testing companies and a host of other service providers.

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**Bringing to life the key issues that all bunker industry stakeholders will have to navigate.**

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Portside Petroleum  
Viswa Lab Houston  
Veritas Petroleum Services  
West Indies Petroleum

Today, the bunker industry faces a number of key challenges as we prepare for the introduction of the IMO sulphur reduction legislation in 2020. These new rules will have a significant impact on global markets and herald the arrival of new blends of fuel oils and presenting a myriad of challenge and many opportunities. It is these issues which we'll address during today's conference bringing to life the key issues that all bunker industry stakeholders will have to navigate over the next few years.

One of IBIA's greatest strengths is the depth and breadth of knowledge across its global membership base and the willingness of members to share their expertise both at the board level and through our many Working Groups and at our many events. If you are not already a member then we encourage you to join us.

Thank you once again for joining us in what promises to be a lively and stimulating conference.

Yours,  
Justin Murphy  
CEO, IBIA

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# PRE CONFERENCE

## TRAINING COURSE APRIL 17th, 2018

### 09.00 - 17.30 IBIA'S BUNKER TRAINING COURSE

Course Director: Nigel Draffin, Technical Consultant and IBIA Board Member

Sponsored by Caribbean Maritime University



### 18.00 - 19.30 WELCOME COCKTAIL RECEPTION

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# CONFERENCE AGENDA

## DAY 1 WEDNESDAY APRIL 18th, 2018

08.30 - 09.00 **DELEGATE REGISTRATION**

09.00 - 09.15 **NATIONAL ANTHEM**

### WELCOME ADDRESS

Rear Admiral (Ret'd) Peter Brady, Director General, Maritime Authority of Jamaica

### OFFICIAL OPENING CONFERENCE

Justin Murphy, CEO, IBIA

09.15 - 09.30 **KEY NOTE ADDRESS**

Dr. the Hon. Andrew Wheatley, Minister of Science, Energy and Technology

### MUSICAL INTERLUDE

09.30 - 11.00 **SESSION ONE**

#### How will the IMO 20|20 regulations and compliance be enforced?

Justin Murphy, CEO, IBIA

Rear Admiral (Ret'd) Peter Brady, Director General, Maritime Authority of Jamaica

Nigel Draffin, Technical Consultant and IBIA Board Member

11.00 - 11.30 **COFFEE NETWORKING BREAK**

Sponsored by West Indies Petroleum



11.30 - 13.00 **SESSION TWO**

#### Fuel Oil Availability: understanding regional variations

Adrian Tolson, 20|20 Marine Energy

Michael McNamara, President & Managing Director, Americas, VPS

Hugh Hines, Petrojam – Development of the Jamaican Bunker Fuel Market and Plans for the Future.

Matthew Cook, S&P Global Platts

13.00 - 14.00 **LUNCH**

Sponsored by West Indies Petroleum



14.00 - 15.30 **SESSION THREE**

#### LNG & Scrubbers: mainstream or niche solutions?

Nigel Draffin, Technical Consultant and IBIA Board Member

Justin Murphy, CEO, IBIA

New Fortress

15.30 - 16.00 **COFFEE NETWORKING BREAK**

Sponsored by West Indies Petroleum



16.00 - 17.30 **SESSION FOUR**

#### What does the future hold for the Caribbean and Americas bunkering markets?

Nicolas Vukelja, CEO Terramar Oil & Services

Carls Von Lindeman, CCO, Grupo Pacifica Petroleum / Honduras

Dr Eric Deans, CEO, JSEZA

Don Gittens, JAMPRO

Charles Chambers, West Indies Petroleum

17.30 **END OF CONFERENCE DAY**

19.00 - 22.30 **CONFERENCE GALA DINNER**

Sponsored by Aegean

Key note address: The Hon. Robert Montague

Minister of Transport and Mining



# DAY 2

THURSDAY APRIL 19th, 2018

## 09.00 - 10.30 SESSION FIVE

**Ports Panel: best operating practices and how to adapt to new rules and new fuels - a moderated debate**

*John Ghio, Gibraltar Port Authority*

*Alexis Rodriguez, Panama Canal Authority / VP Environmental Division*

## 10.30 - 11.00 COFFEE NETWORKING BREAK

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## 11.00 - 12.15 SESSION SIX

**Future Outlook: the post 2020 bunker industry**

*Adrian Tolson, 20|20 Marine Energy*

*Martyn Lasek, Ship & Bunker*

*Justin Murphy, CEO, IBIA*

## 11.00 - 12.15 CLOSING REMARKS

*Justin Murphy, CEO IBIA*

## 12.30 - 13.30 LUNCH

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## 13.30 - 17.00 PORT TOUR

Sponsored by The Port Authority of Jamaica



# Ship & Bunker

Ship & Bunker is the world's most read publication focused on the marine fuel markets.

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# SPEAKERS

## Rear Admiral (Ret'd) Peter Brady Director General, Maritime Authority of Jamaica



Rear Admiral Peter Brady has wide experience in senior and executive management in the military (Defence Force and Coast Guard) and marine administration, nationally, regionally, and internationally. He served as Chief of Defence Staff in the Jamaica Defence Force (1990-1998). He was the Commanding Officer of the JDF Coast Guard from 1978-1988. Between 1988 and 1989, he was seconded from the Jamaica Defence Force to the Port Authority of Jamaica as a marine consultant to establish a marine secretariat. In 1989 he was appointed as Chairman of the Marine Board of Jamaica until its dissolution in 1998 with the passage of the Shipping Act. He was the team leader which developed Jamaica's National Security Strategy in 2005-2006. He continues to provide consultancy to the Government of Jamaica on marine policy issues including: maritime transportation relating to inter alia maritime safety and security, environmental protection, standards of training and competency for seafarers. In February 2018 he was appointed to the Police Services Commission.

He was commissioned as an officer for the Jamaica Defence Force at the Royal Canadian School of Infantry, is a graduate of the Royal Naval Staff College, Greenwich London, and has a graduate degree in Marine Management from Dalhousie University, Canada. Since January 1, 1999, he has been the Director General of the Maritime Authority of Jamaica; in 2006 he was appointed Chairman of the National Hydrographic Committee, and Honorary Consul of the Principality of Monaco. He is an Associate Fellow of The Nautical Institute. He is the Vice Chairman of the Board of Governors of the World Maritime University in Malmo, Sweden.

He served on the international maritime stage for almost 10 years as Chairman of the UN specialized agency with responsibility for regulating shipping, the International Maritime Organization's (IMO) Sub-Committee that sets the global standards for the qualification and certification of Masters, Chief Engineers, Officers and other crew on international seagoing merchant ships. During that tenure he piloted the comprehensive revision of the International Convention governing the training and certification of seafarers (STCW Convention) which resulted in the 2010 Manila Amendments.

He also presided over the Diplomatic Conference in Manila, Philippines in June 2010, where the major amendments of the STCW Convention and Codes were adopted. In December 2003, he was elected as Chairman of Committee 1 of the 23rd IMO Assembly.

He served as visiting lecturer at the World Maritime University in Malmo, Sweden between 2003 and 2004 and has been a serving member on the World Maritime University Board of Governors since 2007. In October 2015 he was elected as the Vice Chairman of the Board of Governors (BOG) and was the first non-Chancellor to chair the annual BOG meeting of the University in May 2016. He lectured at his alma mater, the Dalhousie University, Canada on Maritime Security and the International Ship and Port Facility Security (ISPS) Code. He was also instrumental in the training and implementation of the ISPS Code in Jamaica, which came into force on July 1, 2004.

His service in other areas include:

- Member - Board of Management, Caribbean Maritime Training Institute
- Secretary - Environment Foundation of Jamaica
- Member /Vice Chairman - National Council on Ocean & Coastal Zone Management
- Justice of the Peace
- Member, Marine Pilots Disciplinary Committee

During his military career he was the recipient of the Legion of Merit (Cdr USA); Commander of the Royal Victorian Order (Commonwealth); Commander of Distinction (CD, Jamaica); Medal of Honour for Meritorious Service (Jamaica Military). In the international maritime arena, he was awarded the prestigious IMO Themed Award for World Maritime Day 2015, at the Seatrade Awards Ceremony in London in May 2015 for his contribution to the development of global standards for maritime education and training.



## CHARLES CHAMBERS

Director & founding Shareholder of West Indies Petroleum

Charles is currently Chief Executive Officer, Director and founding Shareholder of West Indies Petroleum a regional physical supplier of petroleum based fuels. Charles spent most of his career before assuming this current role working as an investment banker with regional banks such as RBC, NCB and JMMB after graduating from the Wharton School with an MBA in Finance in 2001.

## MATTHEW COOK

Associate editorial director Platts



Matthew Cook is the associate editorial director for Americas crude and fuel oil markets, where he leads the team of reporters responsible for producing daily price assessments for crude oil, fuel oil and bunker fuel in North and South America.

Previously, Matt managed the US refined products market reporting team at Platts, and has served as a reporter covering crude and refined products throughout the US and Canada. Matt first joined Platts in 2004 as a market reporter covering Texas' electricity market. He holds a bachelor's degree in journalism from the University of Texas at Austin.

## DR. ERIC DEANS

Associate Professor in Logistics & Supply Chain Sustainability



Dr. Eric Deans has over thirty years professional experience in port, shipping and logistics in North America, Europe, Asia and the Caribbean. He currently also serves as Chief Executive Officer, Jamaica Special Economic Zone Authority and Chairman, Logistics Hub Initiative Task Force and was previously Director of Shipping and Policy Research/ Registrar General at the Maritime Authority of Jamaica.

Dr. Deans is a member of the Trade Facilitation Task Force, Chartered Institute of Transport, U.K., Connecticut Maritime Association and American Association of Port Authorities.

He is an Associate Professor in Logistics and Supply Chain Sustainability at the Caribbean Maritime University and a graduate of the University of Delaware with a (Ph.D.) in Marine Policy, the University of Wales with a (M.Sc.) in Maritime Studies and the University of the West Indies with a (B.Sc) in Chemistry.

## NIGEL DRAFFIN

Technical Consultant and IBIA Board Member



Nigel Draffin served at sea with Shell from 1966, coming ashore in 1979 working in New Building, Research and Operations departments. In 1996 he moved to Bunker broking first at Gibsons then at LQM Petroleum Services where he was Technical Manager before retiring in 2015.

He has sailed on and supervised the construction and operation of bulk carriers, oil tankers and gas carriers. He has acted as a consultant on technical issues for over 22 years. He given expert opinions and is a supporting member of LMAA.

A founder member of the International Bunker Industry Association, serving on its board and as Chairman in 2012. He is a member of the Institute of Marine Engineering Science and Technology, Past Master of the Worshipful Company of Fuellers and Liveryman of the Worshipful Company of Shipwrights. He is the course director of the Petrosport bunkering courses and a regular presenter at bunker conferences. He has written 12 books on Bunkering and Shipping published by Petrosport.



## JOHN GHIO

Deputy Captain of the Port at Gibraltar Port Authority

I started working in the bunker industry in 1998 when I joined Aegean Bunkering (Gibraltar) LTD, a subsidiary of Aegean Marine Petroleum Inc. when they first set up in Gibraltar.

Whilst at Aegean I actively participated in expansion projects, with the company going from having three bunker barges to having its own floating storage vessel and five bunker barges, the opening of a station in neighbouring Morocco, obtaining Aegean's own Bunker Licence and Agency licence, and the coordination of supply operations both in Gibraltar as well as supply operations in other ports.

In early 2011 I joined the Gibraltar Port Authority as the Bunkering Superintendent. My role was to regulate the bunker industry specifically, and more generally all oil transfer operations carried out in Gibraltar. The main tool in achieving this is ensuring compliance at all times with the Bunkering Code of Practice, as well as ensuring that the code of practice reflects the best industry practices across the board through constant revisions and updates.

In 2011 I was responsible for the launch and introduction of the STS Code of Practice, through which Gibraltar Port Authority ensures that all Ship-to-Ship Transfers are similarly regulated. In 2015 I was promoted to the role of Senior Port Officer (Operations Manager) and this role involves supervision of all port operations. I am currently acting as the Deputy Captain of the Port.



## DON GITTENS

Manager Logistics and Infrastructure at JAMPRO

Mr. Gittens possesses a wealth of knowledge with over fifteen years in Business Development, Strategic Planning, International Investment & Trade negotiations, Policy Development, Client Relationship Management and Technology Sales.

He is currently with his first love of National Economic Development as the Manager for Logistics and Infrastructure at the Jamaica Promotions Corporation (JAMPRO) which is the Government's Trade and Investment Promotions Agency.

In his role, Mr. Gittens has represented Jamaica at the highest level. As a trained Project Manager, he has worked on the implementation of the National Export Strategy for Jamaica, Caribbean Investment Forum, Euro Money and recently a Member of the Jamaica Delegation's Country Mission to Singapore and many other investment related projects. He also possesses extensive knowledge of International and Regional Telecommunications Policy and Trade and is a strong proponent of the Jamaica Logistics Hub Initiative with major emphasis on Large Infrastructure projects.

He was also a member of the National Task Force on ICT development for Vision 2030 Jamaica (the national development plan), a past Member of the Board of Directors, Central Information Technology Office (CITO), Office of the Prime Minister, and Country Coordinator for Jamaica & Project Manager: International World Expo, Expo Zaragoza, Spain 2008.

Mr. Gittens spent five (5) years with Telecoms Giant Cable and Wireless Ltd as their Regional Enterprise Account Director honing his skills in negotiation, sales, business development and client relationship management.



## HUGH HINES

Senior member Logistics and Marketing team Petrojam

Presently a senior member of the Logistics and Marketing team at Petrojam Limited, Hugh has direct responsibility for Marketing and Customer Service. He has worked in the petroleum industry for over 25 years. Prior to working at Petrojam, he has also worked at the now defunct Jamaica Ethanol Processing Company and Petrojam Ethanol.

Mr. Hines holds a Bachelor's Degree in Management Studies with a major in Operations Management, as well as Masters' Degree in Management Information Systems both from the University of the West Indies, Mona, Jamaica.

Passionate about the industry and the competitive advantages inherent in excellent customer service, his mantra is 'Strive to make a difference in the lives of people each day'. Mr. Hines is generally responsible for Bunkering via RTW across the island while managing Petrojam's LPG and Asphalt Terminals. He strives for excellence in everything he does, and constant liaison with Petrojam's customers is his way of ensuring that they are satisfied.



## MARTYN LASEK

Editor, Ship & Bunker

Martyn is the founder and Editor of Ship & Bunker. His career in creating maritime information systems and online publishing spans over 20 years.

Previous appointments have seen him working for RBI, the business information division of Fortune 500 publisher Reed Elsevier, and as an IT consultant developing maritime intelligence systems for the British Royal Navy.

In 2002 he joined marine intelligence publisher Petromedia Ltd, shortly after the company's inception. Having served in roles including Chief Operating Officer and IT Director, he was a key player in the growth and global expansion of its core products including Bunkerworld and Ocean Intelligence.

In 2011 Martyn founded Big Ranch Media and soon after launched its in-house publication Ship & Bunker.

Today, Ship & Bunker is by far the world's most read publication focused on the marine fuels industry with an audience of over 50,000 individuals every month.

## CARLS VON LINDEMAN

Commercial Manager at Pacifica Petroleum - Grupo Terra



Senior Management Professional with a wealth of experience efficiently managing and optimizing companies and supply chain operations in US, Central America and the Caribbean.

He worked in the Mid-Stream and downstream business for more than 20 years. Most of his career was on the Operations and Bunkering Business and last 10 years has been more related in Commercial and Supply Chain side of the business:

- Started in ExxonMobil (Esso Panama) in 1996 as Operations trainee in ESSO PANAMA Lubes Plant
- Terminal Supervisor for ExxonMobil Chemical terminal in Panama (Operations) - 1998
- Terminal Manager for ExxonMobil Marine Fuels and Lubes in Panama (Operations) - 2003
- Esso Marine Supply Manager for Bunkering Business in Panama (Operations & Commercial) - 2005
- Marine Fuels - Regional Operations and SHE executive for the Americas - (Safety & Controls) - 2005
- Exxon Mobil Marine Fuels - Regional Manager for US, Central America and Caribbean - (Operations, Supply Chain & Commercial) - 2007
- Supply Coordination for clean products to Central America Refineries and Panama - (Supply Chain & Commercial) - 2010
- General Manager for Aegean Oil Terminals in Panama - (Operations) - 2012
- Independent industry consultant for Terpel, Telfer Tanks Panama, GT Bunkers and others - (Market studies, Supply Chain, Commercial & Operations) - 2014
- Commercial Manager (Trader) for Pacifica Petroleum S.A. - Trading arm of Grupo Terra (Supply Chain, Commercial & Operations) - 2016

## MICHAEL MCNAMARA

Managing Director & President, Americas at VPS



Michael has been the Managing Director and president at Versitas Petroleum Services (VPS) for over 3 years. He is a senior level manager with a proven track record of delivering bottom line results for over 20 years, with significant experience in business negotiations, mergers & acquisitions, commodity trading, and risk management. He has sharpened his analytical skills and leadership abilities in the oil & gas and travel & tourism industries.



## THE HON. ROBERT MONTAGUE

Minister of Transport and Mining

The Honourable Robert Montague is a proud son of St Mary with an outstanding record of service at the local, regional and international levels.

His leadership qualities emerged as student at St Mary High School where he was active in student life and had the distinction of serving as President of the Key Club and head boy. He was later to serve as Distinguished Lieutenant Governor of the Kiwanis Movement.

He continued his education at the College of Agriculture, now the College of Agriculture Science and Education, graduating as a trained agronomist. As the island's Chief Agro-Consultant for Bayer Company, he was able to help farmers across Jamaica improve their productivity and economic welfare.

Growing up in a farming community it was natural for his love of the land and the rich farming tradition of his native St Mary to become a banana farmer himself. He has continued in his involvement with farming with interests in forestry and agro processing.

His experience at the local and constituency level prepared him for political service at the national level as the Chairman of the Jamaica Labour Party. He has provided leadership in Government as Minister of State in the Office of the Prime Minister with responsibility for Local Government, Minister of Agriculture; Minister of National Security and since March 2018 as Minister of Transport and Mining.

At the regional and international levels he served as the Chairman of the Commonwealth Local Government Forum, Chairman of the Caribbean Forum of Local Government Ministers, and President of the Caribbean Association of Local Government Authorities.

Minister Montague brings to the Transport and Mining portfolio a collaborative approach to leadership that is essential to building partnerships between the Ministry, its departments and agencies and the citizens of Jamaica.

He is an action-oriented leader who is committed to working with his team to find practical and innovative ways to overcome the serious challenges of crime and violence that Jamaica is experiencing in the mission to build a peaceful and prosperous Jamaica.

## JUSTIN MURPHY

Chief Executive of IBIA



Justin Murphy became the Chief Executive of IBIA in February 2017. He has spent 30 years in Shipping and Bunkering and lived in North America (Canada and USA), Asia (Singapore – twice) and Europe. He has previously served as: CEO of Acuity Shipping (a consultancy); CEO of Brightoil Shipping Singapore from 2013-2015 where he also served as a main board director of the HKSE listed company; Regional Director of AET (Petronas/MISC) from 2006-2012 where he focussed primarily on Commercial activity and also sat on the board of their two ship management companies; he worked with Teekay Shipping for 15 years where he served as Managing Director of both Teekay UK & Teekay Singapore; and Head of Shipping and Freight at Macquarie Bank Limited in London. He has an MBA from Hull University and is a Member of the Institute of Chartered Shipbrokers.

Mr. Rodriguez was Professor of International law and international conventions on maritime issues, pollution and climate change at Catholic Universidad Santa Maria La Antigua in the areas. He was also visiting Professor at Sergio Arboleda University in Santa Marta, Colombia.

In the public sector he worked at the Panama Maritime Authority as Head of Compliance and Enforcement Department and at the National Environmental Authority as Director in Charge of the International Affairs Office.

Alexis Rodriguez has also worked in non-governmental organizations, focused on environmental conservancy and has participated as speaker / moderator at International conferences related to environmental and maritime sector. Currently, as a specialist in the environmental Division in the Panama Canal Authority, seeks to strengthen the environmental policies of the Organization, in order to enhance The Panama Canal Route as the Green Route of the international maritime industry.

## ADRIAN TOLSON

20|20 Marine Energy's Senior Partner



Adrian Tolson is 20|20 Marine Energy's Senior Partner and one of the shipping industry's leading marine energy experts. With more than 30 years of experience he has a detailed knowledge and insight of the supply and demand side of fuel purchasing, as well as bunkering infrastructure development. 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.



## NICOLAS VUKELJA

CEO of Terramar Oil & Service

Nicolas is a shipowner and new business developer in the Panama Canal area, CEO of Terramar Oil & Service, a barge service company with more than 12 years in the sector.

- Terramar is barge owner and operator company with services on Bunker Physical Supply, Ship to Ship (lightering), Marpol II, IV & V, Agency, Ship chandler and other.
- 3rd term as Vice President of The Panama Maritime Chamber, 5 years as director of the board. The Maritime Chamber has 35 years of presence in Panama, with 250 members.
- Board Director at IBIA UK (International Bunker Industry Association), an association of more 800 companies in over 80 countries worldwide.
- International speaker, with more than 30 conferences for IBIA (UK), Maritime Weeks America (UK), Platts, Mare Forum (Greece), Wisdom (Lithuania), Argus, Index (Dubai), Petrosport (UK), Vostok Capital (Russia) and others.
- Former President of The Panama Bunkering Commission of The Panama Maritime Chamber and Former President of The Panama Bunkering Forum, with more than 200 delegates.
- Starter of The Panama Bunkering Procedure Manual for local operations and initial developer of Offshore Bunkering Manual.
- Industrial Engineer with a Master in Maritime Administration.
- Post Degree on Bunkering Operations and Superior Education

## ALEXIS RODRÍGUEZ

Specialist in the environmental Division



Obtained his degree in Laws and Political Science from Catholic University Santa Maria La Antigua with honors. He holds a Master in Maritime Law, a Master in Maritime Business Administration in Ports, Environmental Management and Carbon Neutral from Earth University, Deusto University, Bilbao, Spain and Catholic University Santa Maria La Antigua receiving Honors. He also holds a MBA from INCAE Business School and a Postgraduate in Maritime Energy from the World Maritime University.

Panama world's leading flag registry with 8,000 ships, representing 18% the global fleet and an important country for IMO decisions. The Canal Expansion made a Game Change in the Bunkering Industry Worldwide. Panama is a 1.5 Billion USD Bunker Market, with 4.2 Million Metric Ton in annual sales and delivers to more of a third of the vessels that transit the Panama Canal.

## DR. THE HON. ANDREW WHEATLEY

Minister of Science, Energy and Technology



Dr. the Honourable Andrew Wheatley was born in Spanish Town, St. Catherine and attended the University of the West Indies, Prairie View A & M in Texas (U.S.A.), and Imperial College at the University of London (England).

Dr. Wheatley is an accomplished academic and a British Commonwealth Scholar. He is the holder of a Bachelor of Science Degree from the University of the West Indies in Biochemistry and Chemistry (with Honours), and a Doctorate, from the University of the West Indies and Imperial College, University of London in Basic Medicine.

## EDMOND MARSH

Vice President of Business Development at Port Authority of Jamaica



Vice President of Business Development at The Port Authority of Jamaica (PAJ). The PAJ is the principal maritime agency responsible for the regulation and development of Jamaica's port and shipping industry.

Industry and management experience that spans a period of over thirty-seven years, across various countries including the United Kingdom, USA and Caribbean. This encompasses the following industries; food manufacturing and distribution, management consulting with a global consulting firms as well as holding senior positions in the local port authority and a financial services group.

**PIONEERING THE LNG BUNKERING MARKET**

As a global energy infrastructure leader, New Fortress Energy is accelerating the Caribbean's transition to liquefied natural gas (LNG). As the shipping industry undertakes a clean energy revolution, New Fortress Energy has the experience, financing and infrastructure to play a meaningful role for the advancement of LNG as clean, safe and environmentally friendly bunkering fuel.

**TRANSFORMING THE CARIBBEAN**



**TRANSFORMING JAMAICA INTO A CLEAN ENERGY HUB**

New Fortress Energy has built the first LNG terminal in Jamaica and is developing a second terminal, delivering a regional LNG transshipment and bunkering hub



**MARITIME OPERATIONS RECORD OF SUCCESS**

New Fortress Energy has successfully developed, commissioned and led thousands of ship-to-ship operations, including the Caribbean's first ship-to-ship transfer



**INNOVATIVE SHIP-TO-SHIP EXPERTISE**

New Fortress Energy's executive team pioneered modern ship-to-ship transfer methods to enhance speed and reliability



**THE PEOPLE THAT MAKE IT HAPPEN**

# SPONSOR PROFILES

## MARITIME AUTHORITY OF JAMAICA



The Maritime Authority of Jamaica is a statutory arm of the government of Jamaica and administers the Jamaica Ship Registry (JSR). The JSR conducts the registration of all types of ships including pleasure craft, ships under construction as well as those bareboat-chartered..

Our commitment is to provide the highest level of service, both registration and technical services to our clients. The Registry operates offices in Germany and Jamaica with Deputy Registrars based in Greece, Malta, Germany, Holland, Monaco, New York, China, Finland, Ukraine, Portugal, Singapore and South East Asia and Panama. The Maritime Authority of Jamaica is focused on providing world-class support to our ship owners to facilitate the efficient operation of their maritime assets.

## INTERNATIONAL BUNKER INDUSTRY ASSOCIATION



The International Bunker Industry Association (IBIA) is the voice of the global bunker industry and represents all stakeholders across the industry value chain. Our membership includes ship owners/operators, bunker suppliers, traders, brokers, barging companies, storage companies, surveyors, port authorities, credit reporting companies, lawyers, P&I clubs, equipment manufacturers, shipping journalists and marine consultants. Today we have members in more than 80 countries.

IBIA represents the industry at the International Maritime Organization (IMO) as a consultative non-governmental organisation. IBIA was represented on the Expert Panel in 2007 which reported to IMO about the implications of proposed revisions to MARPOL Annex VI. IBIA attends all meetings of the Marine Environment Protection Committee (MEPC), the Maritime Safety Committee (MSC) and a number of Sub-Committees.

## Ship & Bunker SHIP & BUNKER

Shipping News and Bunker Price Indication

Ship & Bunker is the world's most read publication focused on the marine fuel markets. Founded in 2012 and based entirely online, today it boasts an audience of over 50,000 individual readers every month.

Completely independent, it is the leading industry authority providing comprehensive daily news, exclusive in-depth features and analysis, along with daily & historical bunker price indications for over 150 of the world's biggest bunkering ports.



## CARIBBEAN MARITIME UNIVERSITY

“Redefining Maritime Excellence through Innovation and Technology.” We are the premier educational institution of choice for higher learning, training, research and consultancy in the Western Hemisphere. Originally established to train professional seafarers, the Institute has extended its reach globally and is today recognized as a centre of excellence for tertiary maritime and logistics education in the Caribbean. We are the home of world class logistics and industry leaders.



## AEGEAN

Marine fuel Logistics Company

Aegean Marine Petroleum is a marine fuel Logistics Company that physically supplies and markets refined marine fuels and lubricants to ships in port and at sea. As the biggest independent physical supplier, we purchase marine fuel from refineries, major oil producers and other sources, resell and deliver it with punctuality, using our fully owned double-hull fleet, to a broad base of end users.

Bunker services are provided to all type of vessels, including container ships, dry bulk carriers, cruise ships, oil tankers and ferries. We boast a long-established relationship with a diverse range of ship operators, marine fuel traders, brokers and other users. As an independent physical supplier we aim to meet all our clients' needs and conduct supply operations in various jurisdictions.



# WEST INDIES PETROLEUM



West Indies Petroleum (WIP) is a physical bunker and fuel supplier in Jamaica and the Caribbean. Located in Jamaica with just under one million barrels of storage across two terminals and four vessels, West Indies Petroleum is growing fast, building a firm foundation to become the leading business partner for fuel requirements in the region.

West Indies Petroleum was incorporated in 2012 and commenced operations in 2013 as a special purpose vehicle to enter the ship bunkering business in the Caribbean and Latin American region. It was founded out of the need to meet the ever-growing demand of the region's marine refuelling as well as the necessity to establish Jamaica as a global logistics hub.

In June 2016, West Indies Petroleum acquired the South Terminal, a 600,000-barrel fuel storage facility located at Port Esquivel on the south coast of Jamaica. In addition, it hosts storage of 65,000-barrel tanks on the north coast and a further 190,000 barrels over four vessels across the island. With storage of almost 1M barrels, West Indies Petroleum boasts the largest fuel bunker capabilities in Jamaica and is positioned centrally between the three major shipping lanes from the Caribbean region entering to and from South America, the Gulf Coast, stretching along the US eastern coast as far as Europe and Asia. West Indies Petroleum is also now exporting fuel to the Caribbean and Central America

Quality, safety and economic sense are the basics of our organisation. With this as our foundation, West Indies Petroleum has ensured full compliance with all local and international marine specifications and requirements. Our supply agreement with the local refinery Petrojam Ltd, guarantees its customers quantity and quality certification. All products we supply meet the applicable ISO 8217/2010 standards and are in compliance with MARPOL 73/78, Annex VI. All our vessels and ventures are adequately insured and in class. Most importantly we strive to offer better service, better quality; accurately safely and efficiently.

# NEW FORTRESS ENERGY



Clean and affordable energy

New Fortress Energy provides clean, reliable, and affordable energy to rapidly developing nations and emerging industries. The company supplies natural gas, end-to-end logistics, financing and infrastructure solutions to power, transportation and industrial companies and customers worldwide.



New Fortress Energy has partnered with electricity provider Jamaica Public Service (JPS) for the supply of liquefied natural gas (LNG) and industrial customers like Red Stripe, part of the HEINEKEN Company.

New Fortress Energy is also a global leader in marine LNG solutions and ship-to-ship transfer operations, having conducted the first ship-to-ship transfer in the Caribbean. With two terminals in Jamaica and a partnership with Arawak Port Development Limited at the Nassau Container Port in The Bahamas, New Fortress Energy is delivering regional LNG and transshipment hubs across the Caribbean for the marine industry.

New Fortress Energy is managed by an affiliate of Fortress Investment Group, a highly diversified global investment manager with approximately US\$36 billion of assets under management and US\$17 billion deployed within infrastructure, transportation, and energy sectors.



## PETROJAM LIMITED

Domestic, transportation and industrial petroleum products

Petrojam Limited is Jamaica's only petroleum refinery is a limited liability company; jointly owned by PDVCaribe, a subsidiary of Petr leos de Venezuela (PDVSA) and the Petroleum Corporation of Jamaica (PCJ). The PCJ is a statutory body created and wholly owned by the Government of Jamaica.

Petrojam supplies a full range of domestic, transportation and industrial petroleum products. We also operate a laboratory which provides quality control and certification services for petroleum products manufactured and imported by the refinery. Laboratory service is also provided to Jamaican businesses and the scientific community.

As a company, we take great pride in maintaining high standards for quality; health and safety; and environmental protection. Our persistent efforts to improve on our safe work environment continue to show good results.

## PETROTEC BUNKERING

Supplier of bunker fuel in Jamaica



Petrotec Bunkering (JA) Ltd (PBJ) is a physical supplier of bunker fuel in the ports of Jamaica. Its primary function is to supply bunker fuel in the Jamaican waters. The available grades are:

- IFO RMG 380 Cst, MGO DMA and low sulphur.
- Other grades such as, IFO 180, 120, 60, 30 Cst are also available on request.
- Applicable ISO standards 8217 2010, incorporating the latest amendment for max allowable sulphur content, IFO Max 3.5%, MGO max 1.5% and LSMGO max 0.1%

Other services which may be combined with the bunkering operation are:

- Removal of ship's sludge on advance request.
- Supply of fresh water on advance request.

## PORT AUTHORITY OF JAMAICA



The Port Authority of Jamaica is a statutory corporation established by the Port Authority Act of 1972. It is the principal maritime agency responsible for the regulation and development of Jamaica's port and shipping industry. The Port Authority is responsible for the safety of all vessels navigating the ports of entry and regulation of the tariffs charged on goods passing through the public wharves.

Our mission is to become the developers and regulators of world class facilities and services, that ensure the sustainable growth of Jamaica's maritime industry and maximum satisfaction of all stakeholders.



# Maritime Authority of Jamaica

The Safety & Security of ships and the protection  
of our marine environment is our priority.

## WHAT WE DO:

24/7 Ship and mega yacht registration / Ship safety and security  
inspection / Marine pollution prevention / Regulation of bunkering and  
ancillary services to ships / Training oversight and certification of crew



# AEGEAN

The leading independent physical supplier

**AEGEAN** Global Network of Supply  
MARINE FUELS & LUBRICANTS



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# NOTES

A large area of the page is filled with horizontal dotted lines, serving as a template for handwritten notes. The page features a light blue background with a darker blue geometric shape in the bottom right corner.

