

The Connecticut Maritime Association Presents

# SHIPPING 2016

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

March 21, 22 & 23, 2016

Hilton Hotel, Stamford, Connecticut

**3 tracks 14 sessions**  
**2,500 people**

**Local Talent,**

**Global Impact**

www.  
**cmashipping2016**  
.com

Produced by International Marketing Strategies, Inc.

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**Supporting Organizations:**

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

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## INTRODUCING CMA SHIPPING 2016 - LOCAL TALENT, GLOBAL IMPACT

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

Join the international shipping community at the Connecticut Maritime Association's 31st Annual Shipping Conference and Exhibition, March 21-23, 2016 at the Hilton Hotel, Stamford, Connecticut, USA.

CMA Shipping 2016 continues a tradition of bringing 2,500 of the best and the brightest from the international shipping community together in North America's leading commercial shipping center, for two and a half days of business and market oriented activity and superb networking.

## THE CMA SHIPPING CONFERENCE

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

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

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

## THE CMA SHIPPING EXHIBITION

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

The CMA Shipping Exhibition features a dynamic gathering of 130 exhibitors from all corners of the world offering the finest products and services available to the international maritime industry – Class, Flag States, Maritime Software of all description, Ship Equipment of all kinds, Bunker Suppliers, Insurance and P&I, Shipyards, Communications, Emergency Response, Maritime Academies, Weather Routing – the list goes on. Visit the Exposition page at [www.cmashipping2016.com](http://www.cmashipping2016.com) for a full list of our 2016 exhibitors.

## INTERESTED IN VISITING THE EXHIBITS ONLY?

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

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

**Monday, March 21**                      **2:00 pm – 4:00 pm**

**Tuesday, March 22**                    **10:00 am – 4:00 pm**

**Wednesday, March 23**                **10:00 am – 4:00 pm**

Should you wish to stay on for the cocktail receptions on Monday, Tuesday and Wednesday there will be options to purchase tickets for these events.

To pre-register to visit the Exhibits simply email us:

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

## THE COMMODORE AWARD AND COMMODORE AWARDS DINNER

**CMA Names Paddy Rodgers, CEO of Euronav NV,  
as the 2016 Commodore...**

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

More than 800 leaders of the industry will honor the 2016 Commodore at the Commodore Awards Dinner to be held on Wednesday, March 23, 2016 as the concluding event of CMA Shipping 2016. The dinner always sells out and a limited number of tables are available for reservation and sponsorship. Each sponsored table seats 12 guests and are assigned on a strictly first-come, first-served basis. Sponsored tables can be arranged with special marketing initiatives which we are happy to assist with. Please call today for reservation information so that your larger plans can be accommodated.



## THE COMMODORE

The CMA will present its annual Commodore Award at the Gala Dinner on Wednesday, March 23 to an individual who has significantly contributed to the dynamism, growth and development of the maritime industry. **The Year 2016 recipient is: Paddy Rodgers, CEO of Euronav NV**

<b>2015</b>	Capt. Panagiotis N. Tsakos, Founder, Tsakos Group	<b>2006</b>	Torben G. Jensen, Chairman & CEO, The Clipper Group	<b>1997</b>	Gerhard E. Kurz, President, Mobil Shipping and Transportation Company
<b>2014</b>	Robert Bugbee, President & Director, Scorpio Tankers Inc. & Scorpio Bulkers Inc.	<b>2005</b>	C. Sean Day, Chairman, Teekay Shipping Corporation	<b>1996</b>	Dr. Helmut Sohmen, Chairman, World-Wide Shipping Agency, Ltd. (HK)
<b>2013</b>	Peter Evensen, President & CEO, Teekay Corporation	<b>2004</b>	Peter C. Georgiopoulos, Chairman & CEO, General Maritime Corporation	<b>1995</b>	Gregory B. Hadjieleftheriadis, President, Eletson Corporation
<b>2012</b>	Øivind Lorentzen, III, CEO, SEACOR Holdings Inc.	<b>2003</b>	Stelios Haji-Ioannou, Chairman, easyGroup	<b>1994</b>	Thomas E. Moran, Chairman, Moran Towing Corporation
<b>2011</b>	Angeliki Frangou, Chairman & CEO, Navios Group of Companies	<b>2002</b>	Frank Tsao, Group Chairman, IMC Group of Companies	<b>1993</b>	Philip Loree, Chairman, Federation of American Controlled Shipping
<b>2010</b>	Philippe Louis-Dreyfus, President, Louis Dreyfus Armateurs Group	<b>2001</b>	Marc Saverys, Managing Director, CMB	<b>1992</b>	George P. Livanos, Ceres Hellenic Shipping Enterprises, Ltd.
<b>2009</b>	Capt. Wei Jiafu, President & CEO, COSCO Group	<b>2000</b>	Per Heidenreich, President, Heidenreich Marine	<b>1991</b>	Jacob Stolt-Nielsen, Chairman, Stolt-Nielsen, Inc.
<b>2008</b>	John Fredriksen, Chairman, CEO & President, Frontline Ltd.	<b>1999</b>	Richard du Moulin, Chairman, Marine Transport Corporation and Chairman, Intertanko	<b>1990</b>	Ole Skaarup, Chairman, Skaarup Shipping Corporation
<b>2007</b>	Morten Arntzen, President & CEO, Overseas Shipholding Group, Inc.	<b>1998</b>	William A. O'Neil, Secretary-General, International Maritime Organization		

## VENUE & HOTEL INFORMATION

Our venue hotel for CMA Shipping 2016 is The Hilton Stamford Hotel. For attendees of CMA Shipping 2016 we have secured a block of rooms at The Hilton Stamford. The room block is available from Saturday, March 19, 2016 through Thursday night, March 24, 2016. **The hotel may now be sold out on certain nights and availability based on prevailing rates.** The special rate if available, exclusive of taxes is: Single or Double - \$185 per night.

Reservations can be made by contacting the hotel directly at +1.203.967.2222 or through our website: [www.cmashipping2016.com](http://www.cmashipping2016.com) which has a direct web link to our rates on the Venue, Hotel & Travel page.

Please make sure you reference group "CMA Shipping 2016" to obtain the special rate if calling.

**Hilton Stamford Hotel**  
**One First Stamford Place, Stamford, CT 06902**  
**Tel: +1.203.967.2222**

## CMA JOB FAIR 2016

**TUESDAY, MARCH 22 – 5:30 PM-7:30 PM**

The CMA Shipping 2016 Job Fair, sponsored by the CMA Education Foundation, will continue a powerful networking opportunity for candidates and businesses to meet and explore career opportunities. There will be table-top displays hosted by companies looking to hire and talented men and women wanting careers in the maritime industry.

To participate and for more information contact:  
Lorraine Parsons at  
+1.203.406.0109 Ext 3717 or  
email: [conferences@cmconnect.com](mailto:conferences@cmconnect.com)



## EXPAND YOUR PRESENCE AT SHIPPING 2016

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

- **ADVERTISING IN OUR OFFICIAL EVENT GUIDE:** is distributed to the 2,500 attendees at the show. Not only is it a complete reference to the products and services exhibited but it is a useful year-long reference directory.
- **SPONSORSHIPS:** We enjoy working with you to add to the conference experience for all who attend and to promote your products and services.
- **BANNERS:** Hang your corporate banner in the hotel lobby.
- **PRIVATE LABEL SEMINARS:** Launch New Products



### ADVERTISING IN OUR SHIPPING 2016 OFFICIAL EVENT GUIDE

This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2015 numbered 2,500 attendees. Containing corporate and trade association profiles, news articles, product reviews and previews, as well as a write up of each company exhibiting at the Show (e.g. a description of each company's products and services, along with key contact information), the Guide serves as a permanent reference, which is retained long after the show ends. Ad prices range from \$595 to \$1,795 depending on the type and size of ad.

The guide is the only official publication for Shipping 2016. It serves as a good way to maximize your marketing or congratulate our 2016 Commodore, Paddy Rodgers, CEO of Euronav NV.

### HANGING A COMPANY FLAG OR BANNER AT CMA SHIPPING 2016

Another popular marketing opportunity at CMA is for companies to have a company flag or banner hung from the mezzanine balcony at the hotel. We recommend a flag/banner 6ft x 4ft ideally. The cost to have this displayed for the duration of the show is \$375. The cost is waived if you are an Event Sponsor at the show and of course for our past Commodore Companies, who have their own special rail for company flags at the event. We need to have the flag or banner with us one week prior to the event start to organize.

### PRIVATE LABEL SEMINARS

We have a seminar room within the exhibit area which we can make available to non-exhibitors to present a one-hour seminar of their choice on their products or services. The room is the Charter Oak Boardroom, seats 40 people and is equipped with a screen, projector, podium with mic, high speed Internet line (if you have a visual presentation you just need to hook your laptop up to the projector). We assist by providing an interim developing attendee list to allow you to promote your event to those attending the show. A published schedule of seminars is provided to all those attending each day. Special presentation slots are booked on the hour on Monday, March 21st from 3-5pm; Tuesday, March 22nd from 10am-5pm and Wednesday, March 23rd from 10am-5pm. The cost of booking the special seminar room for one hour is \$1,000 and includes a full conference pass for the presenter for the day of the presentation (not including the Gala Dinner).

## CMA SHIPPING 2016 CONTACT INFORMATION

CMA Events Director: Lorraine Parsons  
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Email: [conferences@cmaconnect.com](mailto:conferences@cmaconnect.com)  
Website: [www.cmashipping2016.com](http://www.cmashipping2016.com)



## 10 REASONS TO ATTEND

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

CMA Shipping 2016 will reinforce its reputation as the conference "that brings the decision makers together" and the exhibition "where business gets done".

### ATTEND CMA SHIPPING 2016 AND ENHANCE YOUR BUSINESS



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

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

## *Local Talent, Global Impact*

### *Charting the Best Opportunities for Today and Tomorrow*

For the shipping industry, LOCAL TALENT, GLOBAL IMPACT is a phrase that is as relevant if one were sitting in Singapore, London, Oslo or Athens, indeed any of the dynamic places across the globe where the business of shipping and trade takes place. The commercial activities and business ideas of one center immediately ripple throughout the shipping universe, it is one of the great elements of the business, which we can all appreciate. As a general topic this year, it of course allows us to showcase the dynamism of the wide flung CMA community, but it also allows us to celebrate the absolute value of the global shipping network – and the importance of meeting to share ideas, develop business, expand markets, and improve the business. We deeply appreciate here, the great ideas, energy and Talent of every local shipping center as we all focus on the healthy admirable future of the Global business.

[www.cmashipping2016.com](http://www.cmashipping2016.com)



**2:00 pm – GRAND BALLROOM I – Conference Convenes****2:05 CMA President's Welcome & Opening Remarks**

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

**2:10 Keynote Address**

- ADM Paul F. Zukunft, Commandant, United States Coast Guard

**Significant Safety, Environmental and Resource Challenges****2:25 Developing the talent needed to support future safety systems and the Role industry must play in our next generation of leaders**

- Christopher J. Wiernicki, Chairman, ABS & Chairman, IACS

**2:40 Post COP21 : What are realistic ambitions for Shipping going forward?**

- Dr. Tor Svensen, Group Executive Vice President, DNV GL

**Moderator**

- Clay Maitland, Managing Partner, IRI / The Marshall Islands Registry & Founding Chairman, NAMEPA

**3:00 Networking Refreshment Break**



## Tanker Market Monday: Setting the Scene

With dozens of developed and emerging markets producing oil with apparently little regard for economics, oil prices have collapsed, crack spreads have widened and there is now more crude oil and products moving by sea than ever. What is going on in the world of oil?

### 3:30 Keynote Address: Global Drivers: The Oil Market

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

Having just concluded the 3rd best year in the last 20, the tanker market has been an unintended beneficiary of the low price of oil. What do the complex macro geopolitics and economics of oil production mean to the tanker trades, vessel values and long-term time charter rates

### 3:50 Understanding Shifts in Trading Patterns – Leveraging the current Tanker Markets

- Jason P. Klopfer, Commercial Director – Americas, Navig8 Group

### 4:00 Ideas and opportunities in the tanker market for the next twelve to eighteen months – Top Investment ideas for the year ahead

- Omar M. Nokta, Managing Director, Shipping Research, Clarksons Platou Securities

### 4:10 Is benchmarking a suitable standard for shipping – from an owner's and a charterer's perspective?

- Denis Petropoulos, President, Braemar Group - Asia

#### Moderator

- Basil G. Mavroleon, Managing Director, WeberSeas (Hellas) S.A.

## How the Professionals are capitalizing on the markets

### 4:30 Panel Discussion: How do a group of active market participants view the tanker markets, the opportunities, and differing ways public and private businesses can strategically participate in the current tanker market

#### Panelists

- Craig H. Stevenson, Jr., President & CEO, Diamond S Shipping, LLC
- Ben Ognibene, President & CEO, Heidmar Inc.
- Edward A. Waryas, Jr., Board of Directors, KNOT Offshore Partners LP
- Bob Bishop, Executive Director, V.Group
- Christos G. Papanicolaou, Director of Business Development, Charles R. Weber Company, Inc.

#### Moderator

- Robert P. Burke, Partner & CEO, Ridgebury Tankers

## 5:10 Chemical Tankers

The Connecticut maritime community has a remarkably high concentration of owners operating in the chemical tanker sector, which is one of shipping's healthiest markets. Despite a growing orderbook, this industrial shipping sector is poised to prosper from GDP growth in Asia and Africa over the next 5-7 years.

### Panelists

- Jack Noonan, CEO, Chembulk Tankers
- Morten Arntzen, Executive Chairman, Team Tankers International
- Brian Cleary, Head of Research and Business Development, SPI Marine USA

### Moderator

- Erik Østbye, Partner, Oslo Marine Advisors

**5:50 pm** Opening Session concludes



**5:30 pm - 7:30 pm**

**Opening Cocktail Reception in Exhibit Area**

**Sponsored by:**



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

Sponsored by:



Society of Maritime Arbitrators

Continuous Morning Refreshment Break

Sponsored by:



9:15 am – GRAND BALLROOM I

## The World Economy, Markets and Expectations for the Dry Bulk Industry

In a deflationary commodity environment, a world of an evolving China, industrial and energy transitioning, wary capital and an increasingly complex geopolitical world, mapping the way ahead is central to any view of Dry Bulk Shipping.

### 9:15 Keynote Address

- Justine B. Fisher, Vice President, Senior Research Analyst, Goldman Sachs

### Dry Bulk - Inflection Points

**Global Commodity Demand and the Outlook for Dry Cargo Shipping: The Macro Picture on Commodities that matter most**

The dry cargo market has more opportunities to make money, and control risk, than any other sector of shipping. Tools such as contracts of affreightment, freight future agreements, time and voyage charters and vessel ownership and financing, provide market participants, from cargo interests to brokers to shipowners, operators and investors, with the unique opportunity to manage risk and maximize returns.

### 9:35 Views from the Trenches

Session Sponsored by: 

- John Keeshan, Broker, Simpson Spence Young
- David H. Tongue, Secretary General, INTERCARGO
- Eddie J. Poe, General Manager, Freight Department, Pasternak, Baum & Co., Inc.
- Evan F. Sproviero, Trader & Head of Projects, GMS (USA)
- Jay Goodgal, Managing Member, Castalia Advisors LLC

#### Moderator

- Dr. Arlie G. Sterling, President, Marsoft Inc.





## 10:05 Forecasts for Key Commodity Markets: Speed Round The Investment Case for Dry Bulk

When (and how) to Go Long: Counter-cyclical investment is the key driver of wealth creation in shipping – and today's all-time low bulk carrier market is offering an extraordinary opportunity for deep value investing...the question isn't if the market will turn, the question is when.

Session Sponsored by:  ERASMUS SHIPINVEST

### Panelists

- John Su, Managing Partner & CEO, Erasmus Shipinvest
- Urs M. Dür, CFO, TBS Ocean Logistics, Inc
- Nicholas A. Pappadakis, CEO, A. G. Pappadakis & Co. A.G. & Chairman Emeritus, INTERCARGO
- Lars-Peter Madsen, CEO, Agriculture & Energy Carriers (AEC)

### Moderator

- Jeremy Penn, CEO, The Baltic Exchange



## 10:35 Networking Refreshment Break



## SPECIAL BREAKOUT SESSION – GLEN ROOMS

## 11:00 LNG: A Source of Clean Energy On-Scene Now – Current Best Practices and Experiences

Session Sponsored by:

**A future of LNG with Current Oil Prices as an alternative fuel in shipping?**

Shipping is currently facing a change in the type of fuel that will be used in future. The transition period has just started in 2015 with the strengthening of environmental legislation for emissions to air from shipping in ECA areas. This will continue in 2020 with 0.5% S regulations in European waters and in 2020 or 2025 worldwide: even emission CO2 restrictions are possible within the time period towards 2030. The presentation gives a look to the different key aspects of challenges related to conventional fuels and the possibility to use alternatives like LNG or methanol. The OPEX and CAPEX aspects for the technology, the fuel availability and fuel pricing will be highlighted. Practical examples for ferry and container ships will illustrate the subject.

- Dr. Gerd-Michael Würsig, Segment Director LNG as ship fuel, DNV GL, Hamburg

**Experiences constructing LNG powered Container ships**

The successful launch of two modern LNG powered containerships initiates what will be a significant clean energy revolution in US transportation. Experiences and successes from the first two new builds.

- Anthony Chiarello, President & CEO, TOTE, Inc.

**Removing Barriers to LNG Marine Fuel Adoption through Innovative Solutions**

GTT innovations such as the industry-first 2,200 m3 LNG bunker barge, the REACH4 bunker mast for safe and reliable LNG transfer, LNG infrastructure solutions, and optimized containment technology for bunker tanks on the latest LNG-fueled vessels are encouraging the adoption of LNG as a viable marine fuel alternative around the world.

- Aziz Bamik, General Manager, GTT North America

**Quality and Quantity issues around the use of LNG as a marine fuel**

Fuel oil for bunker is sold on a mass or volume basis. LNG, although fulfilling a common purpose, varies in composition depending on where it is produced. LNG is sold on an energy content basis to reflect this variation in composition. This means that both the quantity transferred and the quality (or composition) of the material transferred have to be measured and documented. This guide describes the variables required to be measured for the main marine engine types.

- Mark Bell, General Manager, The Society for Gas as a Marine Fuel (SGMF)

**Moderator**

- Neville Smith, Director, Mariner Communications

## 11:00 Defining the Successful Shipping Enterprise of the Future

### How to Succeed in Global Competition: Lessons and Observations from a variety of commercial, Association, government and cultural perspectives

What do Industry leaders, the future brokers, executives, traders, operators, owners, financiers, ship managers, Trade Associations, government advisors, Academies, corporate training programs, grad schools, and each individual entering the business need to consider in order to be successful in the business tomorrow?

*"If you want to build a ship, don't drum up the men to gather wood, divide the work, and give orders. Instead, teach them to yearn for the vast and endless sea."*  
Antoine de Saint-Exupery

Session Sponsored by:  Spinnaker Global

#### 11:00 • Keynote Address: Leading the way forward

- Phil Parry, Chairman, Spinnaker Global

11:10 • Esben Poulsson, Vice Chairman, International Chamber of Shipping, Chairman, Enesel Pte. Ltd. and President, Singapore Shipping Association

11:20 • Katharina Stanzel, Managing Director, INTERTANKO

11:30 • Phrixos B. Papachristidis, CEO & Managing Director, Hellenic Ship Management GmbH & Co. KG

11:40 • Scott R. Bergeron, CEO, Liberian Registry

#### Moderator

- James R. Lawrence, Chairman, Marine Money International and Partner, MTI Network





## 11:55 – Jones Act & US Shipping

The United States is the world's largest economy - and it also has a protected maritime community in the form of the Jones Act and US Flag cargo preference. From tugs to tankers, barges to bulkers, ferries to cruise to oil patch support vessels, the United States market is a kaleidoscope of robust but little publicized niche markets and opportunities. In this session, familiarize yourself with the key markets and hear from some of the leading players.

Session Sponsored by:



### Panelists

- Michael “Mike” J. Rodriguez, Deputy Maritime Administrator, U.S. DOT/Maritime Administration
- Kathy J. Metcalf, President & CEO, Chamber of Shipping of America
- Russell R. Paret, President & CEO, Schuyler Line Navigation Company, LLC

### Moderator

- Brent Dibner, President, Dibner Maritime Associates

12:30 pm – Luncheon Reception in Exhibit Area Sponsored by:

**FINCANTIERI**  
BAY SHIPBUILDING

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



### Welcome

- Bureau Veritas

### Professional Mariner “Plimsoll Awards”

*The editors of Professional Mariner magazine will recognize three Samuel Plimsoll Awards, one for an individual, one for an organization, who have been instrumental in making the industry safe for mariners.*

*The third award, for Innovation, will recognize a product, service or procedure that significantly improves the well-being of seafarers.*

2:15 pm – Sessions continue Grand Ballroom I

Continuous Afternoon Refreshment Break Sponsored by:



## 2:15 Connecticut's Capital for Shipping

Every year, alternative sources of equity and debt capital play a larger role in the \$300 billion per year ship finance business – a trend that is unlikely to change. Connecticut is home to some of the world's most pioneering, and successful, investors and management teams operating on the leading edge of this important financial evolution. In this session, we explore the current state of the markets - private equity for capital and shipping - to determine how owners, charterers, shipbrokers and investors should prepare their businesses for the new normal in ship finance.

### Panelists

- Jesper Bo Hansen, Vice Chairman, Maritime, Cerberus Operations and Advisory Company, LLC
- Sean Durkin, President, Northern Shipping Funds
- Art Regan, Operating Partner, Apollo Global Management
- Michael T. Kirk, CEO, RMK Capital

### Moderator

- Gary J. Wolfe, Partner, Seward & Kissel LLP



### 3:00 Smart Shipping: The Global Vision

#### Innovation is critical to successful development

*As boards of directors, ship managers and financial institutions are weighing the costs and benefits of a Tsunami of new technology (while feeling greater pressure from cyber threats, enormous investment decisions and altering operational approaches) now is the time to be aware, prepare and be ready for future situations. Cruise ships, brokers, cargo ships, accounts Departments, rigs, Boards of Directors, seafarer identification are all affected by the advent of a plethora of new technologies.*

### 3:00 Keynote Address

- Dr. Martin Stopford, Non-Executive President, Clarkson Research Services Ltd.

### 3:15 Putting the Digital Revolution to Actual Work: Innovative Success

- Philippe Donche-Gay, Executive Vice President, Bureau Veritas

### 3:30 Innovation in the cause of safety, people, the environment: What the future of maritime IT might look like

- Frank J. Coles, CEO, Transas Marine Limited

### 3:45 What Smart Shipping could mean for Owners & Builders

- Luis Benito, Marine Marketing Director, Lloyd's Register

#### Moderator

- Poul G. Korsgaard, Network Partner, Alternative Marine Technologies



### 4:15 Major Current Events for a Global Industry

Session Sponsored by:



#### The Changing Sanctions Landscape – Challenges and Opportunities

- Jane Freeberg Sarma, Counsel, Reed Smith LLP

#### Opportunities in Iran

- Bijan Paksima, President, Integrated Commodity Logistics

#### The Panama Canal

- José Ramón Arango, Senior International Trade Specialist, Autoridad del Canal de Panamá

#### Moderator

- Jane Freeberg Sarma, Counsel, Reed Smith LLP





AFTERNOON BREAKOUT SESSIONS – TRACKS A & B

Education – Glen Rooms

Salvage Issues – Harbor Point Room  
(Lobby Level)

<p><b>TRACK A – 3:00 PM START – GLEN ROOMS</b></p>	<p><b>TRACK B – 3:00 PM START – HARBOR POINT ROOM (LOBBY LEVEL)</b></p>
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Session Sponsored by:



Welcome

- Brad L. Berman, Partner, Norton Rose Fulbright and President, CMA Education Foundation

**3:00 2016 Employment Outlook in the Maritime Sector Globally**

- How will organizations need to adapt their hiring strategy in 2016?
- Who's in demand, why and where?
- Employed Vs. Employable. The industry is no longer just about being employed. People must have the skills, credentials and ability to be employable.
- Mark Charman, Founder & CEO, Faststream Recruitment Group

**3:15 TOTAL's Maritime Academic Support Programme Helping the next generation understand the complexities of lubrication for the latest engine designs**

- Serge Dal Farra, Global Marketing Director, TOTAL Lubmarine

**3:30 CMA Education Foundation Challenge Competition**

Presentation of this year's top three award winning papers

Awards Sponsored by:



Session Sponsored by:



**3:00 Introduction & Session Moderator**

- Todd Schauer, President, American Salvage Association (ASA)

**US Regulations – The OPA 90 SMFF regulations have resulted in the US having the strongest salvage and marine firefighting capability of any country in the world. Different than only ten years ago and before, it is now just as likely as not that an American salvor will be contracted to respond to a casualty in Europe, the Middle East, the Far East and /or Latin America.**

**3:15 Major Casualties : Addressing escalating costs in the Salvage and Wreck industry. Analysis by the P&I Clubs and their ongoing role**

- Michael Kelleher, Director, West of England Insurance Services (Lux) S.A.

**3:30 Cyber security: an insurance perspective in the case of an incident**

- LeRoy Lambert, President, Charles Taylor P&I Management (Americas), Inc.

## Education – Glen Rooms

### TRACK A CONTINUES – 3:00 PM START – GLEN ROOMS

#### Moderators

- Beth A. Wilson-Jordan, Senior Associate, Flagship Management LLC and Vice President, CMA Education Foundation
- Kevin J. Breen, Broker, Charles R. Weber Company, Inc. and CMA Board Education Chair

#### First Place Paper

##### The Future of the Electronic Bill of Lading

- Alexander Keenan, SUNY Maritime College

#### Second Place Paper

##### Economies of Scale in Container Ship Costs

- William Murray, U.S. Merchant Marine Academy

#### Third Place Paper

##### CSR: Corporate Social Responsibility

- Valeria Surkovaite, Massachusetts Maritime Academy

## Salvage Issues – Harbor Point Room (Lobby Level)

### TRACK B CONTINUES – 3:00 PM START – HARBOR POINT ROOM (LOBBY LEVEL)

**3:45 US Regulations and the Prospects for salvage drills in 2016. The USCG NPREP Guidelines that set drill and exercise requirements continue under USCG review for publication at a date uncertain. What salvors, owners and operators might plan for**

- Patricia K. Wolf, Salvage and Marine Firefighting Program Manager, United States Coast Guard

**4:00 Salvage challenges associated with heavy lift and project cargo vessels; Recent incidents and lessons learned**

- Capt. Peter J. Swift, Master Mariner, TMC Marine

**4:15 Port of refuge: still a big problem**

- Alfred J. Kuffler, Partner, Montgomery McCracken

**4:30 Responder Immunity or lack of responder immunity – This is a big issue in the US and elsewhere and not just for the salvage and OSRO community**

- Jonathan K. Waldron, Partner and Co-Chair Maritime and International Trade Practice Group, Blank Rome LLP

**5:30 pm - 7:30 pm – Cocktail Reception in Exhibit Area**

**5:30 pm - 7:30 pm – Job Fair - Aspen Rooms**

**Sponsored by:**



*The CMA Shipping 2016 Job Fair is a continued feature of the show, created by the ideas and demands of our members. A forum to benefit both companies looking for qualified employees and prospective job seekers, there will be table-top displays hosted by companies looking to hire.*

**8:15 am – 9:30 am – Continental Breakfast in Exhibit Area**

**9:30 AM – MORNING SESSIONS – TRACKS 1, 2, 3 & 4**

## The Human Element – Glen Rooms

## The Smart Shipping “Tool Box” – GB I

**TRACK 1 – 9:30 AM START – GLEN ROOMS**

**TRACK 2 – 9:30 AM START – GRAND BALLROOM I**

Session One

### How Can Crews Stay Connected?

Access to a decent Internet connection has become a major concern of crews and companies. This not only has an impact on recruitment of new crew members, but also on all areas of communication and ship operation. Yet, being connected to the Internet does not always mean a reduction in social isolation. How will crews remain connected onboard?

**9:30 The efforts of shore-based seafarers' welfare providers to focus on connecting seafarers with their families and each other**

- Dr. Jason Zuidema, Executive Director, North American Maritime Ministry Assoc. (NAMMA)

**9:40 Efforts to address connectivity or social isolation**

- Kishore S. Rajvanshy, Managing Director, Fleet Shipmanagement Ltd.

**9:50 Seafarer Happiness Index Annual Report 2015 – Key takeaways What crews are thinking about their jobs, life at sea and work environments, from Crewtoo’s surveys of seafarers**

- Sue Henney, Head of Marketing, Crewtoo

**10:05 Training Seafarers in the art of Social Media: How to best think before posting for the benefit of self, family, colleagues and company**

- Martin Baxendale, Managing Director, MTI Network

**10:15 Inmarsat Connectivity: future plans and ideas**

- Gerbrand Schalkwijk, Chief Sales Officer, Inmarsat Maritime

**Moderator**

- Gerardo A. Borromeo, Vice-Chairman & CEO, Philippines Transmarine Carriers, President, InterManager and Vice Chair, ICS

### The World of Big Data: Case Studies of what real people and real companies are doing. Practical insights, material benefits and future ideas. Plus, cyber risks and threats and what is being done about them

*According to research the market for big data will reach \$16.1 billion in 2014, which is growing six times faster than the overall IT market.*

- \* Telematics \* Satellite Communications \* Data Storage
- \* App Driven Systems \* Automation \* Design

*The session will highlight opportunity, while being mindful of risks, of an industry awash in data.*

### The Smart Shipping “Tool Box”: Reinventing the ship, regulatory information and the system of global transport

**9:30 Session Introduction**

- Sean Moloney, Managing Director, Elaborate Communications

**9:40 Smart Shipping: The Industry Responds to threats and opportunity**

- Peter Hinchliffe, Secretary General, International Chamber of Shipping

**10:00 Big Data, Shipping - Now What? A Shipping Professional's Guide to getting started on the Big Data path**

- Jess A. Hurwitz, Executive Vice President & CTO, Accuritas Global Solutions

**10:15 Big Data – a Two-Way Street**

- Mike Mitsock, Vice President of Marketing, KVH

**11:00 Continuous Refreshment Break Available**



## The Human Element – Glen Rooms

## The Smart Shipping “Tool Box” – GB I

TRACK 1 CONTINUED – 9:30 AM START – GLEN ROOMS

TRACK 2 CONTINUED – 9:30 AM START – GRAND BALLROOM I

Session Two

### Seafarers’ Health and Well-being

Crew health and ship efficiency are directly linked. What steps need to be taken in the coming years to encourage healthy living while on board?

Session Sponsored by:



#### 11:15 Introduction by Session Sponsor

- Christina DeSimone, President & CEO, Future Care, Inc.

#### 11:20 Promotion of women’s health and well-being

- Karin Orsel, President & CEO, MF Shipping Group & President, WISTA

#### 11:35 The many seafarers health and well-being programs of the ITF Seafarers' Trust

- Kimberly C. Karlshoej, Head of Trust, The ITF Seafarers' Trust

#### 11:45 Efforts to promote health and well-being in crews

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

#### 11:55

- Dr. Antonio R. Abaya (Toby), Medical Director, Health Metrics, Inc.

### 10:30 Smart Shipping: How to leverage technology to drive your success in a rough market

- \* How well do you know your business? (Visibility on metrics that are critical for profitability, reporting, ability to make faster data-driven decisions)
- \* Connecting to your business network – How do you use technology to further your position as a maritime partner of choice?
- \* Identify and pursue the right opportunities in a sea of noise
- Sean Riley, COO, Veson Nautical Corporation

### 10:45 Cyber Security: The Risks from the Boardroom to the Ship

- Michael J. O’Neil, Partner, K&L Gates LLP

### 11:00 Ocean Freight Exchange

- John Hahn, Founder, Ocean Freight Exchange

#### Moderator

- Sean Moloney, Managing Director, Elaborate Communications



## The Human Element – Glen Rooms

TRACK 1 CONTINUED – 9:30 AM START – GLEN ROOMS

### 12:05 Fatigue: What do we know, What have we learned?

Presentation on a three year project studying long term fatigue in 100 seafarers on trips of up to 4 months. They have kept diaries and worn Actiwatches to record their fatigue and stress levels. Additionally the study benefits from the results of questionnaires given to 1000 seafarers on their fatigue levels. New findings from a current analysis of the results.

Also a current report from the IMO on the fatigue revision debate on FRMS (Fatigue Risk Management Systems).

- Professor Mike Barnett, Emeritus Professor, School of Maritime, Science & Engineering, Southampton Solent University
- Claire Pekcan, Associate Professor, Research & Innovation Fellow, Southampton Solent University

#### Moderator

- George J. Hoyt, Founder, Face of Shipping



## The Smart Shipping “Tool Box” – GB I

TRACK 2 CONTINUED – 9:30 AM START – GRAND BALLROOM I





## Bunkers – Making Sense of it all – Aspen Rooms

TRACK 3 – 9:30 AM START – ASPEN ROOMS

Session Sponsored by: **MONJASA**  
Bunkering Knowledge

The collapse in oil prices might have helped ease some of the pain felt by ship owners and operators and removed some of the anxiety surrounding the imposition of far tighter environmental regulations. But sooner rather than later, the pain will return and attention will again focus sharply on the availability and price of low sulphur fuels, the disposal of heavy fuels, the advantages of scrubbers and the value of tight management of fleet performance. Against this background is the constant scrutiny of bunker quality specifications, test methods and measurement, and the lengthening shadow of compliance and policing, as well as the age-old problem of short deliveries and what, if anything, is being done about them. This bunker session will address the key technical and operational issues of the moment and provide some insight into what the now-not-so-distant future holds.

### Session Moderator

- Llewellyn Bankes-Hughes, Managing Director, Petrosport Limited

### Meeting the 0.5% sulphur cap: No easy answers

- Rudy Kassinger, Consultant

*Bunker fuel is a by-product that generates no interest among the producers. There are hundreds more sellers than fuel producers and they have no idea what, if anything, refiners are planning to do about the soon-to-arrive 0.5% sulphur global specification. If black oil is rejected, the marine industry will have to fight for a bigger share of the 34 million b/d supply of distillates. Refiners will have to find an outlet for 5 million b/d of high sulphur black oil or at some point destroy the residue at a big cost over a period of decades. The bottom line is that there are no easy answers and all solutions are expensive.*

### Charterers and owners: Collaboration on emissions makes dollars and sense

- Melanie Davidson, DuPont™

*A scrubber is the only way to continue operations with low-cost heavy fuel oil while staying in compliance with established and upcoming global sulphur emission regulations. Thus far most ships that have installed scrubbers are owner-operated. As we move closer to the IMO's global sulphur decision and we see more ECAs being established, it becomes more important than ever for charterers to work closely with owners to understand what their fuel costs will look*

## Arbitration Session – Harbor Point Room (Lobby Level)

TRACK 4 – 9:30 AM START –  
HARBOR POINT ROOM (LOBBY LEVEL)

### Seven Days in May: Resolving your Arbitration Insecurities

Session Sponsored by: New York Maritime Consortium (a coalition of leaders from New York Maritime Inc. (NYMAR)), the Society of Maritime Arbitrators (SMA), the Maritime Law Association (MLA) and the Association of Shipbrokers and Agents (ASBA)

A real world scenario involving a marine casualty will be played out culminating in an arbitration hearing and award.

Industry professionals play the roles of participants in the events and hearing, which highlight the benefits of New York arbitration. Throughout the program, which features a combination of stage performances and video production written by Freehill Hogan & Mahar's Don Murnane, the audience will be asked to vote on how they would have acted in the circumstances and how they would resolve the disputes. The results of each vote will be immediately tabulated and displayed.





## Bunkers – Making Sense of it all – Aspen Rooms

### TRACK 3 CONTINUED – 9:30 AM START – ASPEN ROOMS

*like going forward once the global sulphur cap is implemented. Ships equipped with scrubbers will allow charterers to have significantly lower and more stable fuel and operating costs, and allow owners to offer more competitive rates.*

#### Developing a performance management package

- Jan H. Andersen, Senior Principal Engineer/BDL Solutions – Americas, Maritime Advisory, DNV GL – Maritime
- Michael McNamara, Managing Director, Americas, Veritas Petroleum Services (VPS)

*In these particularly difficult times, it is essential that ship owners and operators manage their vessels in the most efficient manner possible in order to contain cost, maintain safety, comply with regulations and provide reliable operations. One way this can be achieved is by leveraging internal and external data to help monitor and manage fleet performance. This presentation will highlight the current capabilities of fleet performance management tools and show how incorporating actual fuel quality trends and benchmarking can help drive better business decisions.*

#### Break for Refreshments

#### Exploring quality issues and bunker specifications

- Charlotte Røjgaard, Global Technical Manager, Bureau Veritas, VeriFuel  
*This presentation will discuss the existing ISO 8217 specification and its usefulness in evaluating the quality of a bunker fuel, from a commercial, statutory and quality perspective. The new low sulphur fuels and how they are addressed by ISO 8217 will also be covered, as well as what operators need to be aware of when buying fuels.*

#### Accurate bunker measurement

- John Stirling, Marine Technical Quality Manager, World Fuel Services  
*The presentation will look at bunker measurement – the Commercial versus the Statutory predicament. Exactly how accurate are test methods? It will include the new CIMAC paper **The Interpretation of Marine Fuel Analysis Test Results**, covering all standard ISO bunker tested parameters, including the inherent ISO 4259. Accurate measurement is becoming more and more relevant, especially if MARPOL sample testing is initiated and on-board sampling by Port State Control increases. The owners need peace of mind that they can handle fuel and not end up on the wrong side of the law for using on specification bunkers.*

#### Mass flow meters – are they solving the problem of short deliveries?

- Michael Green, Global Technical Manager – Bunker Fuel Testing, Intertek Lintec, ShipCare Services.

*The increasing implementation of mass flow meters (MFM) has offered fuel suppliers, and purchasers alike, a fast and accurate means for measuring the quantity of bunker fuel transferred. However, in anticipation of 2017 and the mandatory use of MFMs for all bunkering in Singapore, we would seek to examine whether the new technology has indeed eradicated many of the issues associated with the traditional measuring procedures. This presentation will look at the increased use of MFMs to gauge what their impact has been on short deliveries. It will also seek to identify what role the MFM has played in identifying potential issues during the bunkering process. In doing so we will examine bunker quantity survey data accumulated by Intertek ShipCare to establish what proportion of bunker deliveries were conducted using an MFM rather than a traditional bunker quantity surveyor and to look at specific case studies to see how the two practices compare. It will also examine the issues surrounding the continued role of a bunker quantity surveyor beyond 2017.*

#### Panel Discussion and Q&A

12:15 pm – Luncheon Reception in Exhibit Area Sponsored by: 

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

#### Welcome

- Scott R. Bergeron, CEO, Liberian Registry

Continuous Afternoon Refreshment Break Sponsored by: **Holland & Knight**

AFTERNOON BREAKOUT SESSIONS – TRACKS 1 & 2

## Commodore Debate: Has the World Changed? – GBI

TRACK 1 – 2:15 PM START – GRAND BALLROOM I

**Future Proofing the shipping company of tomorrow: Public or Private, single sector, growth or dividend, consolidator?**

- Peter Evensen, President & CEO, Teekay Corporation
- Marc Saverys, Chairman of the Board, CMB Group
- Paddy Rodgers, CEO, Euronav NV
- Øivind Lorentzen, III, Director, SEACOR Holdings Inc.
- Robert Bugbee, President & Director, Scorpio Tankers Inc. and Scorpio Bulkers Inc.

**Moderator**

- Jeffrey D. Pribor, Global Head Maritime Investment Banking, Jefferies LLC



## Legal Session – Glen Rooms

TRACK 2 – 2:05 PM START – GLEN ROOMS

**Legal Session: Current Issues and Developments in Admiralty Law**

Session Sponsored by:



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

### Transactional and Litigation

**2:05 Moderator: Opening Remarks**

- Steven J. Hollander, Partner, Watson Farley & Williams LLP

**2:10 Recent Developments in Cross Border Loan Documentation**

- Hoyoon Nam, Associate, Seward & Kissel LLP

**2:35 EU Regulatory Developments: what now for borrowers?**

- Dr. Jean-Pie Gauci-Maistre, Advocate, GM International Services Limited

**3:00 Heavy Metal: The Pending SOLAS Container Weight Verification Scheme**

- John Kimball, Partner, Blank Rome Maritime

## Commodore Debate: Has the World Changed? – GBI

TRACK 1 CONTINUED – 2:15 PM START –  
GRAND BALLROOM I



## Legal Session – Glen Rooms

TRACK 2 CONTINUED – 2:05 PM START – GLEN ROOMS

### Moderator

- Neil A. Quartaro, Counsel, Watson Farley & Williams LLP

### 3:25 OW Bunkering: A Report from the Front

- William C. Baldwin, Partner, Jones Walker LLP

### 3:50 The Effective Use of Expert Witnesses at Civil and Criminal Trials: Know the Rules and Your Audience

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

### 4:15 Direct claims against P&I Clubs by third parties – A consideration of the approach adopted by the English Courts

- Richard Strub, Partner, Holman Fenwick Willan LLP

### 4:40 Derivative Governmental Immunity under CWA for Oil Spill Responders in Deepwater Horizon Litigation

- Vincent J. Foley, Partner, Holland & Knight LLP

### 5:05 The Effects of Foreign Bankruptcy / Liquidation Proceedings over Turkish Legal Proceedings

- Ercan Demir, AKT Law Office

### 5:30 Conference Ends

*The Maritime Law Association of the United States (“MLA”) has been certified by the New York State Continuing Legal Education Board as an Accredited Provider of continuing legal education in the State of New York. The MLA will issue CLE credits to New York attorneys who attend the program. The number of credits that can be earned for attendance at the total session is 4 CLE credits. Attorneys from states other than New York may be entitled to CLE credits for attending the program. They must contact their states’ CLE boards regarding obtaining CLE credits. This program is appropriate for both newly admitted and experienced attorneys.*

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





5:30 pm - Commodore Gala Reception in Exhibit Area

Sponsored by:



7:30 pm - Commodore Gala Dinner

GRAND BALLROOM I & II

Sponsored by:

SEWARD & KISSEL LLP



Commodore Award presented to the 2016 Commodore

Paddy Rodgers, CEO, Euronav NV

'Til Late – Commodore Afterglow – Hotel Lobby

Sponsored by:



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**FULL CONFERENCE: MARCH 21, 22 & 23, 2016**

Includes: All Sessions, Delegate Handbook, Private Web-Link of Speaker Presentations, All Breakfasts, Coffees, Lunch Receptions & Luncheons and Evening Receptions, Gala Dinner Reception and Commodore Gala Dinner (when chosen as an option) and Commodore Afterglow.

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**PARTIAL CONFERENCE:**

Monday, March 21 includes Afternoon Session, Private Web-Link of Speaker Presentations, Delegate Handbook, Afternoon Coffee and Evening Opening Reception.

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Tuesday, March 22 includes All Tuesday Sessions, Private Web-Link of Speaker Presentations, Delegate Handbook, Tuesday Breakfast, Lunch Reception & Luncheon, Coffees and Tuesday Evening Reception..

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Wednesday, March 23 includes All Wednesday Sessions, Private Web-Link of Speaker Presentations, Delegate Handbook, Wednesday Breakfast, Lunch Reception & Luncheon, Coffees, Gala Dinner Reception and Commodore Gala Dinner\* and Commodore Afterglow. (NOTE: \*Available on a first come/first serve basis with preference given to Full Conference delegates).

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