

# ICIS CHEMICAL SHIPPING CONFERENCE

**Save \$300**  
Early booking rate of \$1300  
Offer ends on April 24 2015

June 16 – 17, 2015, Magnolia Hotel, Houston, USA

Oversupply, consolidation and an evolving demand landscape:  
Tackling challenges in the global shipping market



## Why attend?

- » ICIS Chemical Shipping will unite **the shipping and the petrochemicals industry** to find solutions to shared problems
- » **Network and make connections** from both the **supply and demand sides** of the industry and gain vital market information
- » Receive a **360° view of the market** with perspectives from both the shipping and chemicals industries
- » Learn about how **developments outside the shipping industry** will impact the chemical tanker market
- » Benefit from ICIS's **expert knowledge** of and connections in the global shipping market

## Who Should Attend?

Investment Companies Banks  
Shipowners  
Ports  
Bunker Traders  
Shipbrokers  
Chemical Companies  
Chemical traders and distributors  
Consultants  
Container Manufacturers



**11 IN-DEPTH PRESENTATIONS**  
**2 INTERACTIVE PANEL DISCUSSIONS**  
**10+ EXPERT SPEAKERS ALREADY CONFIRMED**  
**OVER 5 HOURS OF NETWORKING**



# ICIS CHEMICAL SHIPPING CONFERENCE

June 16 – 17, 2015, Houston, USA

## Speakers already confirmed include:



Brian Cleary,  
*Head of Research and Business Development,*  
**SPI MARINE (USA)**



Ken Wensel,  
*Senior Vice President,*  
**BDP INTERNATIONAL**



Basil Karatzas,  
*Founder & CEO,*  
**KARATZAS MARINE ADVISORS & CO**



Mike Challman,  
*Vice President, North American Operations,*  
**CHEMLOGIX**



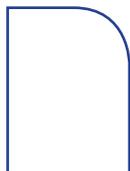
Carsten Weers,  
*Global Supply Chain Management, Monomers Division,*  
**BASF**



Jon Stewart,  
*International Maritime Technology Consultant,*  
**MARITIME ADVISORS**



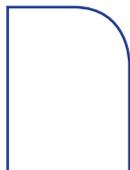
Dominic Haywood,  
*Crude Oil Analyst,*  
**ENERGY ASPECTS**



Lane Kelley,  
*Markets Editor,*  
**ICIS**



Daniel Lippe,  
*Managing Partner,*  
**PETRAL CONSULTING COMPANY**



Jeffrey Bonner,  
*Independent Consultant*

## The agenda features 2 panel discussions on the latest hot topics

*Debating the impact of increased investment on the chemical shipping industry*



Basil Karatzas,  
*Founder & CEO,*  
**KARATZAS MARINE ADVISORS & CO**



Ken Wensel,  
*Senior Vice President,*  
**BDP INTERNATIONAL**

*Crude oil crash: explaining the new market scenario and the impact on global shipping*



Allan Bendixen,  
*Senior Broker, Chemicals,*  
**INGE STEENSLAND HOUSTON**



Lance Malesh,  
*Senior Vice President,*  
**BDP INTERNATIONAL**

PANEL DISCUSSIONS

WHY ATTEND

SPEAKERS

AGENDA DAY 1

AGENDA DAY 2

REGISTRATION

## AGENDA DAY 1

08.15 Registration and networking

### 09.00 Chair's opening comments

Lane Kelley, *Markets Editor*, ICIS

### 09.10 Market overview of the chemical tanker industry

Brian Cleary, *Head of Research and Business Development*, SPI MARINE (USA)

### 09.50 Explaining increased investment in chemical shipping: why now?

- Analyzing investment in chemical tankers from US private equity firms
- With European banks pulling out of this market, why the sudden interest from the US?
- Clarifying the strategy: long term investment or short term gamble?
- Estimating how much will be invested and when

Basil Karatzas, *Founder & CEO*, KARATZAS MARINE ADVISORS & CO

10.30 Morning refreshments and networking

### 11.00 Debating the impact of increased investment on the chemical shipping industry

- How many additional ships are likely to come into play in the next five years?
- Which sectors of the chemical shipping industry will be most impacted: bulk, liquid or gas?
- Offering a realistic perspective on the impact of additional ships on the market
- How will long-standing ship owners compete with new companies and modern ships?
- Are charterers likely to benefit from more competitive freight rates?

Basil Karatzas, *Founder & CEO*, KARATZAS MARINE ADVISORS & CO

Ken Wensel, *Senior Vice President*, BDP INTERNATIONAL

### 11.50 Assessing market consolidation through mergers and acquisitions

- Evaluating the current state of the market
- Highlighting key takeovers in recent years
- M&A: a growing trend? Where is this market going?
- Offering a view of the future chemical shipping landscape: highlighting the potential for further M&A

12.30 Lunch and networking

### 13.30 The demand perspective: getting to grips with an evolving global petrochemicals landscape

- Highlighting general industry trends: how has the global market balance changed?
- Pinpointing key regions increasing production
- What type of product will be shipped: raw material or finished product?
- Estimating volumes being traded
- Examining changing trade dynamics to assess the impact on shipping routes

### 14.10 Tracking developments in the crude oil market

- Explaining the reasons for the recent crash in oil prices
- Understanding how demand for oil products has changed as a result
- Offering an outlook for the crude oil market: can it recover?

Dominic Haywood, *Crude Oil Analyst*, ENERGY ASPECTS

14.50 Afternoon refreshments

### 15.20 Crude oil crash: explaining the new market scenario and the impact on global shipping

- Will lower crude prices boost European petrochemical production?
- Can shale gas remain competitive if the low oil price continues?
- Exploring the potential for another shift in the global production landscape
- How is the shipping market likely to be affected by this new situation?
- Are the fuel cost-savings likely to be passed on to customers?

Allan Bendixen, *Senior Broker, Chemicals*, INGE STEENSLAND HOUSTON

Lance Malesh, *Senior Vice President*, BDP INTERNATIONAL

### 16.10 US shale: exploring changes to the petrochemical landscape

- Explaining the impact of shale gas on the US petrochemical industry to date
- How has this impacted on trade flows to and from the region?
- Will the industry grow at the predicted rate?
- Shedding light on new production projects
- Highlighting the key products to come out of the US

Daniel Lippe, *Managing Partner*, PETRAL CONSULTING COMPANY

16.50 Chair's closing statement

Agenda Day 2

PANEL DISCUSSION

PANEL DISCUSSION



## AGENDA DAY 2

### 09.00 Chair's opening comments

Lane Kelley, *Markets Editor, ICIS*

### 09.10 Understanding the impact of evolving customer demands on the shipping industry

- Analyzing the growing trends towards:
  - Higher value products shipped in smaller volumes
  - Increased product orders, but delivered in smaller quantities
- Explaining the attraction of container shipping for chemical companies
- Understanding how this move away from bulk is impacting ship owners
- Is this trend set to continue?

Carsten Weers, *Global Supply Chain Management, Monomers Division, BASF*

### 09.50 Evaluating the recent growth in the storage market

- Highlighting the unbalanced supply/ demand situation: explaining the increased demand for containers for storage use
- Locating which regions have an increased need for storage
- Predicting future container demand
- How is the unbalanced 'supply v consumption' scenario impacting on the chemical shipping market?

Mike Challman, *Vice President, North American Operations, CHEMLOGIX*

### 10.30 Exploring issues affecting supply chain efficiency

- Highlighting potential challenges affecting the supply chain: labor strikes, poor training, lack of qualifications of vendors
- How can companies pre-empt these challenges?
- What can they do to overcome these challenges?
- Exploring the potential impact on tanker demand

Jeffrey Bonner, *Independent Consultant*

### 11.10 Morning refreshments

### 11.40 A REGULATORY UPDATE: Exploring the impact of Sulphur Emission Control Area (SECA) regulations on the chemical shipping industry

- Explaining the regulations: what needs to be done to comply? Who is responsible for ensuring the requirements are met?
- Assessing the extent that these regulations have been implemented on a global scale
- Understanding the impact of the increased costs on the chemical shipping industry
- Will there be a permanent switch to low-sulphur fuels, or only for regions where the regulations apply?
- Comparing the new fuel options: marine gasoil, low sulphur fuel-oil, LNG or the use of scrubbers
- Which is the best option from an environmental perspective? From a cost perspective?

*Representative, THE INTERNATIONAL BUNKER INDUSTRY ASSOCIATION*

### 12.20 Ballast Water Management (BWM): the next big regulatory hurdle?

- Explaining the initiative and the reason for the potential introduction of new regulations
- Which regions have implemented BWM already?
- When is the initiative likely to be ratified within the IMO?
- Understanding the implications for ship owners
- Calculating the likely costs of upgrading to an approved BWM system

Jon Stewart, *International Maritime Technology Consultant, MARITIME ADVISORS*

### 13.00 The shipping forecast: predicting future trends for the global industry

- Has oversupply situation has reached its peak, or are harder times in store?
- Assessing the future of the oil industry: will the global petrochemical supply/ demand landscape balance out?
- Highlighting key trends in chemical trade: which trade routes will see increased use?
- Examining different chemical shipping segments: which are likely to see most growth?

### 13.40 Chair's closing comments and end of conference

### 13.45 Lunch

## Delegate Networking Area

Once you have registered for the conference, you will be given access to our secure Delegate Networking Area which will allow you to:

- View the most up to date delegate list
- Download a list of the delegates
- Send and receive messages to other delegates



# ICIS CHEMICAL SHIPPING CONFERENCE

June 16 – 17, 2015, Houston, USA

## About the organisers

ICIS is the world's largest petrochemical market information provider and we annually welcome over 4000 chemical, oil and gas industry professionals to our events around the world. We produce the Chemical Tanker Shipping Report and provide shipping pricing and market analysis.

Our 800-strong team has offices in 15 major world cities, giving us access to the latest regional market developments and global trends; our conferences take place in Asia, Europe, Africa, South America and North America. Visit [www.icis.com/conferences](http://www.icis.com/conferences) for more details

## Venue and Accommodation

Magnolia Hotel Houston  
1100 Texas Avenue  
Houston  
TX 77002 USA

Delegates will benefit from discounted room rates and you will be sent full details when you register to attend.



## REGISTER YOUR PLACE TODAY

### Delegate Fees

**EARLY BOOKING FEE: \$1300 SAVE \$300**

You must register by Friday April 24 2015 the promo code **YGY60632**

**STANDARD FEE: \$1600**

\*Special rates are available for Shipowners and Shipbrokers.  
Contact us for details [rosie.topp@rbi.co.uk](mailto:rosie.topp@rbi.co.uk)

### Sponsorship Opportunities

We offer a wide range of sponsorship and branding opportunities to meet your marketing needs.

Contact Lynn Neil on +44 07802 766237 or [lynn.neil@icis.com](mailto:lynn.neil@icis.com) for more information.

### Lead Media Partner



### Media Partners



[www.icisconference.com/chemicalshipping](http://www.icisconference.com/chemicalshipping) [events.registration@icis.com](mailto:events.registration@icis.com) +44 (0)20 8652 3887

Quote promo code YGY60632 save \$300