



# Chemical and Product Tankers

GAINING THE EDGE IN A TOUGH MARKET  
London 9–10 March 2010

Put your services in front of the management of the owners and operators of many of the world's chemical and product tankers when they gather in London in March 2010 for Navigate Events and the International Parcel Tanker Association's annual conference.

A range of sponsorship opportunities are available to companies looking to market their services to managing directors, technical and chartering directors in a cost-effective way.

Launched in 2009, the Chemical and Product Tankers conference saw the owners and operators of 659 vessels (source: Clarksons and company websites) meet in London for two days of discussion and networking. The audience of over 100 delegates included a mixture of senior executives from large and small shipping companies, as well as shipbrokers, charterers and equipment providers. They were treated to a high level two day event focusing on a range of topical charter market, operational, security and legislative issues.

We are building on the success of last year's conference and holding it at the London Tower Bridge Hilton hotel. This large five star hotel will provide our sponsors with the opportunity to exhibit as well as host lunches, breaks and receptions.



## Who attended?

Delegates from over 20 countries attended in 2009 from the following companies:

|                                     |                                 |  |
|-------------------------------------|---------------------------------|--|
| ABS Europe                          | Eastport Maritime               | Lloyd's List                                 |
| Ace Tankers CV                      | Eiger Shipping                  | London School of Economics                   |
| AET UK                              | Eitzen Chemicals                | Lotus Shipping Company                       |
| Alan Shipping Co                    | Empire Chemical Tanker Holdings | Marine Cargo Experts                         |
| Alcotra SA                          | Erria (Ibex Maritime)           | Mediterranea di Navigazione                  |
| Assoc Petroleum Terminals           | EU Operations Centre            | Ministry of Transport (Netherlands)          |
| Bank of Ireland                     | European Commission             | MISC Berhad KL                               |
| Barry Rogliano Salles               | Fairfield Chemical              | Mitsui OSK Lines                             |
| Belships ASA                        | Fairplay                        | Navig8 Europe                                |
| Bernhard Schulte (Hellas)           | Finbeta                         | OCIMF  |
| BGN Risk Maritime Security Services | Frank Mohn                      | Odfjell Ahrenkiel                            |
| Bibby Line                          | Hazardous Cargo Bulletin        | Odfjell Tankers                              |
| Bloomberg                           | Heidmar                         | OW Bunker                                    |
| Botany Bay Shipping                 | Hellespont                      | Panama Maritime Authority                    |
| BP Shipping                         | Hill Dickinson                  | Panasia Marine (Tankers)                     |
| Braemar Howells                     | Hypro Shipping Company          | Paradise Navigation                          |
| Braemar Seascope                    | Ibex Denizcilik                 | PetroFina                                    |
| Budamar Transport                   | ICAP Shipping                   | R G Hagland                                  |
| Casper Shipping                     | ICIS Chemical Business          | Swedish Transport Agency - Marine Department |
| Chembulk Tankers                    | IINO UK                         | Tailwind (Europe)                            |
| Chevron Shipping                    | IMO                             | Tanker Operator                              |
| Clipper Tankers AS                  | Ince & Co                       | Tanker Shipping & Trade                      |
| Concateno - Medscreen               | Inge Steensland                 | The Meeting House                            |
| Cook Islands                        | International Marine Transport  | Toepfer Transport                            |
| D'Amico Tankers                     | International Paint (Akzonobel) | Tokyo Marine Europe                          |
| Danish Maritime Authority           | Intertek                        | Tufton Oceanic                               |
| DnB NOR Bank                        | ITOPF                           | UK Chamber of Shipping                       |
| Doll Shipping Consultancy           | James Fisher Everard            | Unicorn Tankers International                |
| Dorval Kaiun K K                    | Jo Tankers                      | United Chemical Tankers                      |
| Dorval Shipping Inc                 | John T Essberger                | US Coast Guard                               |
| Drewry Shipping Consultants         | Kemika Tankers Management       | Videotel                                     |
| Dryad Maritime                      | Koyo Kaiun                      | W-O Shipping Group                           |
| DVB Group Merchant Bank (Asia)      | Laurin Maritime                 |  |
|                                     | Laurin Maritime (America)       |  |

A striking aspect of the 2009 event was the seniority of the gathering. A fifth of attendees were managing directors whilst nearly half were chartering, technical or operations directors/vice presidents or managers.

## What's on the agenda in 2010?

We are currently putting together the programme, but we expect to include:

- More **market analysis**, particularly against the current financial situation and poor market conditions.
- A series of sector presentations covering current and potential **demand for chemicals** (rationalisation in Europe, expansion in Mid East in light of economic slowdown), **biofuels** and **clean product** trends (refining plans and effects of slowdown and/or regional presentations on the Americas and Europe).
- **Connecting demand trends with supply trends** (scrapping and newbuilding) in chemical tanker and clean product tanker presentations.
- An examination of the most relevant “**hot topics**”. These might include defensive measures in the downturn such as renegotiations with shipyards, litigation topics and/or trends in finance.
- A focus on **regulatory and technical factors**, including greenhouse gases (design indices, market based instruments), air emissions (US/Canada ECA, possibly VOCs, scrubbers and wastewater issues), scrapping (Hong Kong Conference results, guidelines, why green scrapping can matter to a chemical tanker owner), ballast water (technologies emerging, concerns re chemicals), and US and EU updates. Technical developments could include development in phenolic epoxy coatings (if progress in fact has been made).
- A **debate session** involving environmental organisations and industry representatives.

# Sponsorship packages

To discuss sponsoring this event, please contact Will Bixby.

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Sponsors last year were ABS, Videotel, Braemar Howells and Concatenco.

## Primary Event Sponsor

Price: £10,000 (plus VAT)

Package:

- Logo on the conference website with link to your website
- Logo on the conference brochure and all primary marketing material
- Logo to be displayed on conference signage and holding slide in the main conference room during all session breaks
- A corporate profile included in the conference brochure (100 words)
- A corporate profile included in the conference documentation (A4 page)
- Distribution of your corporate brochures or any promotional material
- Your name featured in all press activity generated for the event
- Space to erect a display or exhibition stand (maximum 3mx2m)
- Three complimentary delegate passes to the conference
- 20% discount on up to 10 further delegate passes for your company or your clients

## Reception Sponsor (Sole sponsorship)

This will be a drinks reception for all delegates held at the end of the first day

Price: £5,000 (plus VAT) approx (cost might vary depending on sponsor's specific requirements)

Package:

- Logo on the conference website with link to your website
- Logo on the conference brochure
- Additional signage will be displayed promoting your company as the Reception Sponsor
- Opportunity to give a brief welcome speech at the reception

- Opportunity to provide additional entertainment - (at additional cost, prices and ideas on request)
- Distribution of your corporate brochures or any promotional material
- Two complimentary delegate passes for the conference
- Complimentary invitations for up to 10 guests to attend the reception

### **Lunch Sponsor (for either day 1 or day 2) (Sole sponsorship)**

Price £5,000 (plus VAT) for each day or £8,000 (plus VAT) for both days

Package:

- Logo on the conference website with link to your website
- Logo will be displayed on the conference brochure
- Additional signage will be displayed promoting your company as the Lunch Sponsor
- Distribution of your corporate brochures or any promotional material
- Two complimentary delegate passes to the conference.
- Five additional invitations for your colleagues or clients to attend the lunch

### **Coffee and Tea break Sponsor (for either day 1 or day 2) (Sole sponsorship)**

This allows sponsorship of the morning and afternoon breaks on either day 1 or day 2 of the conference

Price £2,500 (plus VAT) for each day or £4,000 (plus VAT) for both days

Package:

- Logo on the conference website with link to your website
- Logo will be displayed on the conference brochure
- Additional signage will be displayed promoting your company as the Refreshment Sponsor
- Distribution of your corporate brochures or any promotional material
- One complimentary delegate pass to the conference.

### **Memory Sticks Sponsor (Sole sponsorship)**

Memory sticks will include all conference documentation available at time of going to print, speaker biographies and presentation notes

Price: £4,500 (plus VAT)

Package:

- Logo to be printed on one side of the memory stick
- Logo on the conference website with link to your website
- Memory stick can contain any additional information the sponsor would like to incorporate – this can include a link to the sponsor's web site
- Logo will be displayed on the conference brochure
- Logo to be displayed on conference signage.
- Distribution of your corporate brochures or any promotional material
- Two complimentary delegate passes to the conference

### **Exhibiting**

Price: £2,500 (plus VAT)

Package:

- Logo on the conference website with link to your website
- Exhibition space (maximum 3mx2m) within the break area (will include power)
- Distribution of your corporate brochures or any promotional material
- Two complimentary exhibitor passes for the manning of your stand. (Please note that these passes will not allow entry to the conference).

### **Literature Distribution**

Price: £500 (plus VAT)

Package:

- Logo on the conference website with link to your website
- Distribution of your corporate brochures or any promotional material

### Other sponsorship opportunities and packages

In addition to the main sponsorship packages, there are also opportunities to sponsor other items such as delegate name badges and lanyards, notepads and pens.

For more details and to discuss your specific requirements please contact Will Bixby on +44 20 7369 1650 or [wbixby@navigateevents.com](mailto:wbixby@navigateevents.com)

### About the organisers

The **International Parcel Tankers Association** (IPTA) was formed in 1987 by a number of like-minded independent parcel tanker operators who felt that the time had come for this highly specialised sector of the shipping industry to have impartial and non-prejudiced representation in the various forums that influence their business. IPTA has since developed into an established representative body for ship owners operating IMO classified Chemical and Product tankers and is recognised as a focal point through which regulatory authorities, charterers and trade organisations may liaise with such owners.

[www.ipta.org.uk](http://www.ipta.org.uk)

**Navigate Events** is a specialist provider of shipping market conferences and training. Based at London's Baltic Exchange, the company has a track record of staging high level, informative and thought provoking events for the shipping industry. Its sister company Navigate PR also provides corporate communication services to a range of maritime industry clients.

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

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