The Connecticut Maritime Association Presents

SHIPPING 2017
North America's Premier International Shipping and Trade Conference and Exposition

March 20, 21 & 22, 2017
Hilton Hotel, Stamford, Connecticut

3 tracks 15 sessions 2,500 people

Capitalizing on a Changing Industry

www.cmashipping2017.com

Produced by International Marketing Strategies, Inc.
Tel: +1.203.406.0109 ext 3717
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Email: conferences@cmaconnect.com
Website: www.cmashipping2017.com
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. • Society for Gas as a Marine Fuel (SGMF) • Society of Maritime Arbitrators (SMA) • SNAME • Women's International Shipping & Trading Association (WISTA)

Media Sponsors:
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INTRODUCING CMA SHIPPING 2017 - CAPITALIZING ON A CHANGING INDUSTRY

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 32nd Annual Shipping Conference and Exhibition, March 20-22, 2017 at the Hilton Hotel, Stamford, Connecticut, USA.

CMA Shipping 2017 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 140 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.cmashipping2017.com for a full list of our 2017 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 20  2:00 pm – 4:00 pm
Tuesday, March 21   10:00 am – 4:00 pm
Wednesday, March 22 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@cmaconnect.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

More than 800 leaders of the industry will honor the 2017 Commodore, Jack Noonan, CEO of Chembulk Tankers at the Commodore Awards Dinner to be held on Wednesday, March 22, 2017 as the concluding event of CMA Shipping 2017. 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.
March 20, 21 & 22, 2017
Hilton Stamford Hotel, Stamford, Connecticut

THE COMMODORE

The CMA will present its annual Commodore Award at the Gala Dinner on Wednesday, March 22 to an individual who has significantly contributed to the dynamism, growth and development of the maritime industry. The Year 2017 recipient is John D. “Jack” Noonan, CEO of Chembulk Tankers

<table>
<thead>
<tr>
<th>Year</th>
<th>Recipient</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>Paddy Rodgers, CEO of Euronav NV</td>
</tr>
<tr>
<td>2015</td>
<td>Capt. Panagiotis N. Tsakos, Founder, Tsakos Group</td>
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<tr>
<td>2014</td>
<td>Robert Bugbee, President &amp; Director, Scorpio Tankers Inc. &amp; Scorpio Bulkers Inc.</td>
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<tr>
<td>2013</td>
<td>Peter Evensen, President &amp; CEO, Teekay Corporation</td>
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<tr>
<td>2012</td>
<td>Øivind Lorentzen, III, CEO, SEACOR Holdings Inc.</td>
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<tr>
<td>2011</td>
<td>Angeliki Frangou, Chairman &amp; CEO, Navios Group of Companies</td>
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<tr>
<td>2010</td>
<td>Philippe Louis-Dreyfus, President, Louis Dreyfus Armateurs Group</td>
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<tr>
<td>2009</td>
<td>Capt. Wei Jiafu, President &amp; CEO, COSCO Group</td>
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<tr>
<td>2008</td>
<td>John Fredrikson, Chairman, CEO &amp; President, Frontline Ltd.</td>
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<td>2007</td>
<td>Morten Arntzen, President &amp; CEO, Overseas Shipholding Group, Inc.</td>
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<tr>
<td>2006</td>
<td>Torben G. Jensen, Chairman &amp; CEO, The Clipper Group</td>
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<tr>
<td>2005</td>
<td>C. Sean Day, Chairman, Teekay Shipping Corporation</td>
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<tr>
<td>2004</td>
<td>Peter C. Georgiopoulos, Chairman &amp; CEO, General Maritime Corporation</td>
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<tr>
<td>2003</td>
<td>Stelios Haji-Ioannou, Chairman, easyGroup</td>
</tr>
<tr>
<td>2002</td>
<td>Frank Tsao, Group Chairman, IMC Group of Companies</td>
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<tr>
<td>2001</td>
<td>Marc Saverys, Managing Director, CMB</td>
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<tr>
<td>2000</td>
<td>Per Heidenreich, President, Heidenreich Marine</td>
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<tr>
<td>1999</td>
<td>Richard du Moulin, Chairman, Marine Transport Corporation and Chairman, Intertanko</td>
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<tr>
<td>1998</td>
<td>William A. O’Neil, Secretary-General, International Maritime Organization</td>
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<td>1997</td>
<td>Gerhard E. Kurz, President, Mobil Shipping and Transportation Company</td>
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<tr>
<td>1996</td>
<td>Dr. Helmut Sohmen, Chairman, World-Wide Shipping Agency, Ltd. (HK)</td>
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<tr>
<td>1995</td>
<td>Gregory B. Hadjiileftheriadis, President, Eletson Corporation</td>
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<tr>
<td>1994</td>
<td>Thomas E. Moran, Chairman, Moran Towing Corporation</td>
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<tr>
<td>1993</td>
<td>Philip Loree, Chairman, Federation of American Controlled Shipping</td>
</tr>
<tr>
<td>1992</td>
<td>George P. Livanos, Ceres Hellenic Shipping Enterprises, Ltd.</td>
</tr>
<tr>
<td>1991</td>
<td>Jacob Stolt-Nielsen, Chairman, Stolt-Nielsen, Inc.</td>
</tr>
<tr>
<td>1990</td>
<td>Ole Skaarup, Chairman, Skaarup Shipping Corporation</td>
</tr>
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VENUE & HOTEL INFORMATION

Our venue hotel for CMA Shipping 2017 is The Hilton Stamford Hotel. For attendees of CMA Shipping 2017 we have secured a block of rooms at The Hilton Stamford. The room block is available from Saturday, March 18, 2017 through Thursday night, March 23, 2017. The hotel does sell out. The special rate if available, exclusive of taxes is: Single or Double - $189 per night.

Reservations can be made by contacting the hotel directly at +1.203.967.2222 or through our website: www.cmashipping2017.com which has a direct web link to our rates on the Venue, Hotel & Travel page.

Please make sure you reference group “CMA Shipping 2017” 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 2017

TUESDAY, MARCH 21 – 5:30 PM-7:30 PM

The CMA Shipping 2017 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
e-mail: conferences@cmaconnect.com
EXPAND YOUR PRESENCE AT SHIPPING 2017

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. Call us to discuss.

- **BANNERS**: Hang your corporate banner in the hotel lobby.

- **PRIVATE LABEL SEMINARS**: Launch New Products, Present Service Updates, Address Specific Commercial or Regulatory Issues.

**ADVERTISING IN OUR SHIPPING 2017 OFFICIAL EVENT GUIDE**

This official reference guide will be distributed to all Conference attendees and exhibitors, which in 2016 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 2017. It serves as a good way to maximize your marketing or congratulate our 2017 Commodore, Jack Noonan, CEO of Chembulk Tankers.

**HANGING A COMPANY FLAG OR BANNER AT CMA SHIPPING 2017**

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 addressing issues, 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 20th from 3-5pm; Tuesday, March 21st from 10am-5pm and Wednesday, March 22nd 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 2017 CONTACT INFORMATION**

CMA Events Director: Lorraine Parsons
One Stamford Landing, Suite 214,
62 Southfield Avenue, Stamford, CT, 06902   USA
Tel: +1.203.406.0109 ext 3717   Fax: +1.203.406.0110
Email: conferences@cmaconnect.com
Website: www.cmashipping2017.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 2017 will reinforce its reputation as the conference "that brings the decision makers together" and the exhibition "where business gets done".

ATTEND CMA SHIPPING 2017 AND ENHANCE YOUR BUSINESS

1. Superb networking opportunities and plenty of time to conduct business.
2. Current business intelligence from subject matter experts for every part of the industry.
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 a proactive & knowledgeable audience.
6. Initiate, pursue and accomplish a year’s worth of business in one place 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, in front of a receptive and appreciative audience.
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.

The Board of Governors of
The Connecticut Maritime Association
The shipping industry is in the midst of transformational change – causing nearly every ship owner, cargo owner, investor, trader, lawyer, shipbroker, trade association, flag state, insurance underwriter, shipyard and other service provider to adapt the way it does business.

- Vessel supply, shipyard capacity and ton mile demand are slowly rebalancing.
- The world’s largest economies are shifting from monetary policy to fiscal stimulus, creating potentially massive demand for all forms of ocean freight.
- The use of big data and technology are creating a competitive advantage for those companies able to generate the data – and profit from it.
- There is a limited supply of inexpensive capital - giving competitive advantage to those companies able to access it
- Critical new regulations like emissions and ballast water are changing market calculus.
- Led by the liner industry, consolidation is accelerating in nearly every sector of shipping.

This CMA is dedicated to providing the shipping community with insight into what is happening, access to the people and tools that are transforming the industry and the confidence to take action. There is current business intelligence from subject matter experts for every part of the industry.

www.cmashipping2017.com
CMA President’s Welcome & Opening Remarks

- Capt. Joseph D. Gross, President, Connecticut Maritime Association and Dry Operations Manager, d’Amico Shipping USA Ltd.

Keynote Address

- Vice Admiral Charles W. Ray, Deputy Commandant for Operations, United States Coast Guard

Subject Expertise!

In the massive, but fragmented, business of international shipping, shipowner trade associations represent the most consolidated voice for the challenges and opportunities affecting vessel owners in each sector of the industry. In this rare and timely summit, the Executive Directors and the Chairmen of key trade associations will address the challenge of thriving and surviving in the changing market conditions:

Session Facilitator

- Ginger Garte, Americas Environmental & Sustainability Director, Lloyd’s Register Marine & Offshore

Regulatory & Operational Challenges and Solutions

Business and subject matter experts provide the latest intelligence for those responsible for the investment spend and implementation.

Emissions

- Peter Hinchliffe, Secretary General, International Chamber of Shipping
- John Lycouris, CEO, Dorian LPG Ltd.

Moderator

- Katherina Stanzel, Managing Director, INTERTANKO

Cyber Security

Cyberspace touches nearly every part of our daily lives. It’s the broadband networks beneath us and the wireless signals around us, the local networks in our offices and the connection with our vessels, and the massive grids that power the globe. It’s the private networks that enable global trade and commerce, and the World Wide Web that has made us more interconnected than at any time in human history. Cyberspace security ensures that we can continue to grow the world’s economy and protect our businesses and the environment.

- Rear Admiral Paul F. Thomas, Assistant Commandant for Prevention Policy, United States Coast Guard
- Jim Watson, Senior Vice President, ABS
- Angus R. Frew, Secretary General & CEO, BIMCO
- Capt. Alexander Soukhanov, Director, Maritime Cyber Assurance Research, U.S. Maritime Resource Center (USMRC)

Cyber Security, An Owner’s Case Study

- Amiee Cords, Director, Corporate Information Technology, Crowley Maritime Corporation

Moderator

- Kathy J. Metcalf, President and CEO, Chamber of Shipping of America

Networking Refreshment Break

Sponsored by: KR
The Heads of State
With member shipping companies that operate over 80% of the world’s merchant tonnage, INTERTANKO, BIMCO, ICS and INTERCARGO represent more shipowners than any other organizations in the world. In addition to being seasoned tanker and dry cargo owners and operators, the leaders of these organizations reflect on the opportunities faced by the industry as well as the most significant trends.

Panelists
- Esben Poulsson, Chairman, International Chamber of Shipping
- Nicholas A. Pappadakis, Chairman Emeritus, INTERCARGO
- Bjørn Jebsen, CEO, The Jebsen Group and President, InterManager
- Bob Bishop, Executive Director, V.Group

Moderator
- Clay Maitland, Managing Partner, IRI / The Marshall Islands Registry & Co-Founder & Chairman Emeritus, NAMEPA

5:15 pm Opening Session concludes
A Futurist Vision for the Global Shipping Industry

The tectonic plates underneath global trade are shifting. A catalyst for this historic shift is an array of new technologies that have enabled new solutions to old problems.

• Knut Ørbeck-Nilssen, CEO Maritime, DNV GL

The Fourth Revolution to Change Everything

The world economic outlook is shrouded in uncertainty since the combined effects of the fourth industrial revolution (e.g. artificial intelligence, robotics, the internet of things, 3D printing and digitalization) seem able to disrupt everything we know about economic growth, from labor markets to trade relations.

The only certainty as we leave the global financial crisis further behind is that the factors affecting global economic growth are becoming more complex. They reflect a combination of global forces — demographic trends, politics, technology — and a variety of local issues that may prove strong enough to become regional or international topics.

• Christopher Rex, Head of Research, Danish Ship Finance

Across the country and around the globe a generation of innovators have set their creative eyes and tech skills on the world’s oldest form of transportation. How does today’s leadership make commercial sense out of all the hype.

• Frank J. Coles, CEO, Transas Marine Limited

Why Offshore Wind Matters

In the United States, offshore wind resources are abundant, stronger, and blow more consistently than land-based wind resources. Data on the technical resource potential suggest more than 2,000 gigawatts (GW) could be accessed in state and federal waters along the coasts of the United States and the Great Lakes. While not all of this resource potential will realistically be developed, the magnitude (approximately two times the combined generating capacity of all U.S. electric power plants) represents a substantial opportunity to generate electricity near coastal high-density population centers. A perspective on the future.

• Matthieu de Tugny, Senior Vice President, Offshore, Bureau Veritas
MORNING BREAKOUT SESSIONS

[TRACKS 1, 2, 3]

11:00 am Start Time

AM Track 1

Game Changers: The Most Investable and Powerful Commercial Shifts and Opportunities for Shipping

Session Sponsored by:

AM Track 2

Alt-Fuels: Current Best Intelligence for Meeting the Global Sulfur Cap

Session Sponsored by:
The maritime industry amasses volumes of data, nearly 110 million data points every day, which can be leveraged through Big Data computing to drive innovations that will have a transformative impact on the global maritime industry,” Ibrahim Al Omar, CEO, Bahri, the trading name of National Shipping Company of Saudi Arabia.

A growing number of Silicon Valley startups are setting their sights on the shipping industry where new entrants and established agents of change that have dominated the space for decades are capitalizing on opportunities fueled by the new realities of a changing world. But it is not just Silicon Valley, the ideas are taking shape across the globe and in every aspect of the industry.

The Big Data Operations Revolution

Session Moderator
• Rajan Vasudevan, CEO, OceanManager Inc.

Introduction: Perspectives from Front Line Participants

Speakers
• Lorenzo d'Amico, d'Amico Group
• Carl Martin Faannessen, Managing Director, AboJeb Company Inc.

P&I.com
• Joseph E.M. Hughes, Chairman & CEO, Shipowners Claims Bureau, Inc./The American Club

Big Data, Small Footprint
• Agya Garg, Vice President, Product, Veson Nautical

Connectivity as an Enabler for Smarter, Safer and Greener Shipping
• Eric Griffin, Vice President, Americas, Inmarsat Maritime

“A Digital Payments Maritime World” – The Evolution of Payments from Cash to Digital
• Hal Ramakers, Executive Vice President, Global Solutions, Brightwell Payments, Inc.
OceanConnect Marine’s e-bunker marketplace: Lessons from a New Tech veteran
• Ethan M. Ram, COO, OceanConnect Marine

Reducing Cost: Visualizing and utilizing real time Fleet Performance Data for onshore management
• Palmar Sveinn Olafsson, Regional Director North America, Marorka

The Digitalization of Recruitment: A new tech Revolution impacting Career Passports, KPI Performance Ratings, Personality Mapping of Officers and Managers - Combining safety, leadership and efficiencies in hiring on a global scale
• Phil Parry, Chairman, Spinnaker Global

eRegistration: A future vision of the evolution of Flag and technology, furthering safety and efficiency
• Christian R. Mollitor, Vice President, Liberian Registry

Managing deal flow in the 21st Century with AI and Deep Learning
• Fabian Blaicher, CTO, Shipamax

*Shipamax uses deep learning and artificial intelligence (AI) to help owners, operators and brokers manage deal flow. Some of the largest operators in shipping are already utilizing the company’s platform, which helped pave the way for backing from Silicon Valley’s most prominent seed investor and management from Google.*

Performance Optimization: Data collection, security, storage and cloud-based analysis
• Anthony DiMare, Founder and CEO, Nautilus Labs

*Nautilus Labs is building a modern, cyber-secure data collection, transmission, and cloud-based analysis platform for vessels across a variety of sectors. The Brooklyn-based startup is backed by entrepreneur Kyle Vogt, the founder of Cruise Automation, a developer of self-driving car technology that was acquired by General Motors for more than $1bn in 2016, Root Ventures and 3D printing evangelist Bre Pettis. Industry partners include Dorian LPG.*

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**BRING YOUR IDEA TO MARKET**

**Hot Topics**
- Digitalization of Container Freight
- Automated Freight-Rate Quotations and Benchmarking
- Chartering Marketplaces – the on-line matching of cargoes and vessels
- End to end freight forwarding APPS
- Fleet Management Platforms
- Digital Cargo Monitoring
- Cloud Storage
- Online ocean logistics
- Supply Chain Innovation
- Environmental Technology
- Big Data and Operational Efficiency: Data Collection, Security, Storage, Analysis and Performance Optimization
- Smart Ships: Sailing with Artificial Intelligence
- Virtual Arrival and Port-Tech

**FinTech**
- Blockchain
- e-Signing and Contract Storage
- Crowd Funding
- Money Transfer and Encryption
- Commodity Trading
- Venture Capital, Seed Investors and Financing Tech Start-Ups
Alt-Fuels: Current Best Intelligence for Meeting the Global Sulfur Cap

**Exhausting: the Options – What Options are Available and How might they Evolve as 2020 Grows Near?**
- Speaker TBD

**Quality and Quantity Benefits around the use of Methanol as a marine fuel**
- Speaker TBD

**A future of Alternative fuels such as LNG and Methanol in the current international regulatory and legislative landscape given current and projected energy prices**

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 will illustrate the subject.
- Dr. Gerd-Michael Würsig, Business Director LNG fuelled ships, DNV GL

**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

**Moderator**
- Neville Smith, Director, Mariner Communications
Luncheon Reception
12:30 pm
Location Exhibit Area

Delegates Luncheon
1:00 pm – 2:00 pm
Location GRAND BALLROOM II

Sponsored by:
FINCANTIERI
BAY SHIPBUILDING

Sponsored by:
BUREAU VERITAS

Welcome
• Bureau Veritas
Market Opportunities in the Time of Donald Trump and BREXIT

Do you know who is at the helm of your $50 million ship? The Care and Feeding of your Most Important Asset

Session Sponsored by: FUTURE CARE

Education – The 21st Century Career

Session Sponsored by: Total Lubmarine

Continuous Afternoon Refreshment Break
Location Exhibit Area
Sponsored by: APPLEBY
Market Opportunities in the Time of Donald Trump and BREXIT

Rebuilding the World: Following China’s lead, the United States is poised to transition from monetary accommodation to fiscal stimulus thereby creating a potential bonanza for commodity transportation – Roads, Bridges and Ports. North American Energy: From Oil and Gas to Pipelines, Storage and Export. With TWO shipping veterans, Elaine Chao and Wilbur Ross, in the Trump Cabinet, the awareness of shipping has never been greater.

The Impact on Shipping of the Trump Administration
- Matthew J. Thomas, Partner, Blank Rome LLP

Sanctions in the Time of Trump
- Jane Freeberg Sarma, Counsel, Reed Smith LLP

Deep Dive: Capitalizing on Changing Markets

The markets in the words and opinions of major marketplace practitioners. A look at the future of shipping from the perspective of shippers, owners, brokers and financiers. How are the most recent supply/demand imbalances shaping the future of the industry, its views on markets, technology, consolidation, growth and management.

Tankers – Views on Market Prospects
- Casey Scott, Senior Advisor, Commercial Marine, ConocoPhillips Global Marine
- Henry Curra, Global Head of Research, Braemar ACM Shipbroking

Crude Tankers
- Lois K. Zabrocky, President & CEO, International Seaways, Inc.
- Edward A. Waryas, Jr., Board of Directors, KNOT Offshore Partners LP

Moderator
- TBD

Product & Chemical Tankers
- Anthony Gurnee, CEO, Ardmore Shipping Corporation
- Bart B. Kelleher, Chief Strategy Officer, Chembulk Tankers
- Other Speaker TBD

Moderator
- TBD

Dry Bulk
- Brian Houst, Director, Schuyler Line Navigation Company, LLC
- Gary Vogel, CEO, Eagle Bulk Shipping, Inc.
- Charterer Speaker TBD

Moderator
- TBD
Do you know who is at the helm of your $50 million ship? The Care and Feeding of your Most Important Asset

Crew welfare in a changing and challenging climate for the maritime industry: Whether it is a tale of abandonment, social media and family communication, job satisfaction, career trajectory, job safety, shifting skill sets aboard ship, the simple fact is even a small shipowner can have hundreds of seafarers working for them, and a mid-sized manager thousands, even tens of thousands. The challenges, both human and financial and the changes this critical side of the business faces are enormous.

Panelists
- Capt. Patrik Dahlgren, Vice President, Marine Operations, Celebrity Cruises Inc.
- Christina DeSimone, President & CEO, Future Care, Inc.
- Dr. Jason Zuidema, Executive Director, North American Maritime Ministry Assoc. (NAMMA)
- Rear Admiral Paul F. Thomas, Assistant Commandant for Prevention Policy, United States Coast Guard
- Kishore S. Rajvanshy, Managing Director, Fleet Management Ltd. *(invited)*

Moderator
- Douglas B. Stevenson, Director, Center for Seafarers' Rights, Seamen's Church Institute
Education – The 21st Century Career

Welcome

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

The Global Maritime Industry: From Engineering to Global Trade; from Seafaring to Commodity Trading; From the Halls of Government to Wall Street – Defining the Tools for the 21st Century Career

• Andreas Nordseth, Director General, Danish Maritime Authority

Empowering a Future Generation of Industry Leaders

Supporting Merchant Marine school alumni projects

• Serge Dal Farra, Global Marketing Director, TOTAL Lubmarine

2017 Employment Outlook in the Maritime Sector Globally

How will organizations need to adapt their hiring strategy in 2017?

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.

• Martin Bennell, Managing Director, UK & Americas, Faststream Recruitment Group

CMA Education Foundation Challenge Competition

Presentation of this year’s top three Award winning papers

Awards Sponsored by: d’Amico
Continental Breakfast
8:15 am – 9:30 am
Location Exhibit Area
Sponsored by: Society of Maritime Arbitrators

Continuous Afternoon Refreshment Break
Location Exhibit Area
Sponsored by: GLENCORE

MORNING BREAKOUT SESSIONS
[TRACKS 1 & 2]
9:30 am Start Time

Bunkers – Making Sense of it all
Session Sponsored by: MONJASA

Compliance vs. Non-Compliance in a Distressed Shipping Market: Subject experts on the range of issues facing owners/operators today
Session Sponsored by: RESOLVE MARINE GROUP
A year is a long time in bunkering and the world has changed in many ways since CMA 2016. Each of the speakers will examine how changes – some expected, planned and manageable and others out of the blue, shocking and game-changing – are impacting global shipping and bunkering. Ranging from the technical issues of bunker quality, specifications and accurate measuring, to the commercial issues of overcapacity, tighter margins and post-truth ‘realities’, this bunker session will raise many questions and attempt to deliver some solid answers through five informative presentations followed by a highly-informed expert panel discussion.

Session Chairman & Moderator
- Llewellyn Bankes-Hughes, Managing Director & Publisher, Petrospot Ltd.

**Fuel Quality in a changing landscape**
This presentation will offer an extended assessment of bunker quality, providing an overview of the impact of a decade of legislative reform with one eye on the possible issues expected in 2020, once the IMO’s Global Sulphur Cap of 0.50% kick in. Many questions are being raised about the type of fuels that will be available in the run up to, and after, 2020. Besides compliance, a key consideration for vessel owners / operators will be the overall quality of fuel products available and particularly the handling and treatment of these fuels on board.
- Michael Green, Global Technical Manager – Bunker Fuel Testing, Intertek Lintec, ShipCare Services

**ISO 8217 2017: A big step forward...and more to come**
This presentation will attempt to answer the most pertinent questions arising from the result of the five-year process to further protect the industry as a whole, by updating the most widely used commercial, bunker-purchase standard in use today. The 6th version of the quality standard, Petroleum products – Fuels (class F) – Specifications of marine fuels (aka ISO 8217) has both subtle and extensive changes made to continuously improve upon the previous version, released in 2012. How might these updates affect you as the drive towards 2020 changes the bunker landscape?
- John Stirling, Marine Technical Quality Manager, World Fuel Services

**Bunker quantity: getting what you pay for**
This presentation will examine the impact that the introduction of mass flow meters for all heavy fuel oil deliveries in Singapore – compulsory since 1 January 2017 – has had on bunker suppliers and buyers and assess whether this initiative is producing the anticipated results by eradicating short deliveries, minimising disputes and increasing operational efficiency. It will also assess the prospect of introducing mass flow meters in other bunkering areas and examine whether the introduction of mass flow meters will lead to the demise of traditional bunker quantity surveyors.
- Steve Bee, Group Commercial Director, Veritas Petroleum Services

**Refreshment Break**
Sponsored by: Glencore
Big change is coming: is the bunker industry prepared?
This presentation will look at the commercial side of bunkering and the fundamental changes taking place, examining why bunker companies are busy cutting staff and bracing themselves for a tougher future, and assessing the impact on the bunker industry – if any – of the advance of new technologies, from trading platforms to robots and artificial intelligence. Too many traders and suppliers appear to be chasing too little business and money is becoming far harder to come by. Does this open the door to low-cost digital application providers or is the bunker industry condemned to tolerate forever the labour-intensive, flawed processes it still prides itself on?

- Adrian Tolson, Senior Partner, 20/20 Marine Energy

Living in a post-truth bubble: how can we make bunkering great again?
This presentation will demonstrate that a willingness to believe in ‘post-truths’ can serve to obfuscate the facts. It will uncover some of the common fallacies that persist in the shipping and bunker industries – and which, especially since the election of a new US President and Brexit appear to be multiplying, becoming more complex and straying ever further from the truth. Low trading margins, shipping overcapacity, the OW Bunker insolvency, the demise of Hanjin, the global sulphur cap, cyber security, international sanctions and political shenanigans will all be put through a laser test.

- Steve Simms, Partner, Simms Showers LLP

Petrospot Bunker Surgery
This informed panel discussion brings together six of the most well informed technical, commercial and legal minds in the bunker industry to answer questions from the audience and offer their views and advice on a variety of key bunker-related issues.

- Michael Green, Global Technical Manager – Bunker Fuel Testing, Intertek Lintec, ShipCare Services
- John Stirling, Marine Technical Quality Manager, World Fuel Services
- Steve Bee, Group Commercial Director, Veritas Petroleum Services
- Adrian Tolson, Senior Partner, 20/20 Marine Energy
- Steve Simms, Partner, Simms Showers LLP
- Mikhail Shapiro, Marine Fuels Marketing Manager, Glencore Ltd
Compliance vs. Non-Compliance in a Distressed Shipping Market: Subject experts on the range of issues facing owners/operators today

Session Sponsored by: RESOLVE Marine Group

Compliance with both the USCG BWM Regulations and the IMO’s BWM Convention
The Emissions Enigma
A comprehensive overview of the issues facing the shipping industry related to global compliance in 2017.

A 50,000 Foot Talk on Global Compliance
- Katy Ware, Director, Maritime Safety and Standards, UK’s Maritime & Coastguard Agency

Meeting the U.S. Regulations
- Jeffrey G. Lantz, Director, Commercial Regulations and Standards, United States Coast Guard

Whistle-blowers and MARPOL/APPS Violations: Best Protection Practices and Lessons Learned from Criminal Prosecutions
A joint discussion focused on how vessel operators can raise environmental standards to best protect themselves against whistle-blowers and criminal prosecution by the US Department of Justice.
- Michael G. Chalos, Partner, K&L Gates LLP
- Capt. Nishit Kapoor, Senior Vice President, ECM Maritime Services, LLC

What to expect regarding compliance of the Maritime Labour Convention, 2006 (MLC, 2006)

Cybersecurity: The Next Enigma The perspective of a P&I Club
- Boriana Farrar, Vice President – Counsel, Shipowners Claims Bureau, Inc.

Salvage & Marine Firefighting Compliance in Exercises
How can the vessel operator comply with RAC, SMFF, and marine fire-fighting tabletop exercises economically yet within the scope, intent, and requirements of the NPREP
- RESOLVE Marine Group Speaker TBD

Is Anyone’s Reputation safe in the Age of Social Media?
- Darrell Wilson (USCG ret), President, MTI Network (USA), Inc.

Moderator
- Michael F. Minogue, President & CEO, ECM Maritime Services, LLC
Luncheon Reception
12:15 pm
Location Exhibit Area
Sponsored by: K&L GATES

Delegates Luncheon
12:45 pm - 2:00 pm
Location GRAND BALLROOM II
Sponsored by: Liberian Registry

Welcome
• Scott R. Bergeron, CEO, Liberian Registry
Commodores’ Leadership Debate...what the most successful shipowners in the world see for the future
Location GRAND BALLROOM I

CLE Credit Legal Session: The Hanjin Riddle: Legal issues arising from the Hanjin Bankruptcy. What every owner, charterer and vendor should know from recent high profile cases
Location GLEN ROOMS

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

Continuous Afternoon Refreshment Break
Location Exhibit Area
Sponsored by: Holland & Knight
Commodores’ Leadership Debate...what the most successful shipowners in the world see for the future

Location GRAND BALLROOM I

- John D. “Jack” Noonan, CEO, Chembulk Tankers & CMA Commodore 2017
- Paddy Rodgers, CEO, Euronav NV & CMA Commodore 2016
- Philippe Louis-Dreyfus, President, Louis Dreyfus Armateurs Group, President, BIMCO & CMA Commodore 2010
- Other CMA Commodore Speakers TBD

Moderator
- TBD
CLE Credit Legal Session: The Hanjin Riddle: Legal issues arising from the Hanjin Bankruptcy. What every owner, charterer and vendor should know from recent high profile cases

Location GLEN ROOMS

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

- Chalos & Co., PC
- Seward & Kissel LLP
- Holland & Knight LLP
- Jones Walker LLP
- Holman Fenwick Willan LLP
- Other Speakers TBD

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

The CMA will submit its CMA Shipping 2017 Legal Sessions to The Maritime Law Association of the United States (“MLA”) for approval for CLE credits.

CONFERENCE ENDS
Commodore Gala Reception
5:30 pm
Location Exhibit Area

Commodore Gala Dinner
7:30 pm
Location GRAND BALLROOM I & II

Commodore Award presented to the 2017 Commodore John D. “Jack” Noonan, CEO, Chembulk Tankers

Commodore Afterglow
‘Til Late
Location HOTEL LOBBY
We would also like to thank the following companies for their special sponsorships at CMA Shipping 2017:

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*Program Subject to Change
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**FULL CONFERENCE: MARCH 20, 21 & 22, 2017**

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 20** includes Afternoon Session, Private Web-Link of Speaker Presentations, Delegate Handbook, Afternoon Coffee and Evening Opening Reception.
  - CMA Member: $995
  - Non Member: $1,395
- **Tuesday, March 21** includes All Tuesday Sessions, Private Web-Link of Speaker Presentations, Delegate Handbook, Tuesday Breakfast, Lunch Reception & Luncheon, Coffees and Tuesday Evening Reception.
  - CMA Member: $1,195
  - Non Member: $1,395
- **Wednesday, March 22** 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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