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Hosted by:



*The Premier Gulf/Middle East Event
for the World Bunker Market*



Under the Patronage of
His Highness Sheikh Hamad bin Mohammed Al Sharqi
Member of the UAE Supreme Council & Ruler of Fujairah

FUJAIRAH BUNKERING WEEK EVENTS

FUJCON
25-27 MAR 2019
Fujairah, UAE

Co-Located with FUJCON 2019
23 - 25 March 2019
Al Diar Siji Hotel, Fujairah, UAE



**TEAM FEES & JOINT
ATTENDANCE
DISCOUNTS AVAILABLE**



ALL COURSES ARE OPTIONAL AND BOOKABLE SEPARATELY

COURSE 1

INTERNATIONAL OIL TRADING

23-24 March 2019
(1½-day course)

Develop an understanding of trading practices and risks, particularly for the very large international middle distillate market, and the concept of managing new price risks, using futures and swaps.

COURSE 2

PRACTICAL APPROACHES FOR MANAGING 2020 BUNKER FUELS

24-25 March 2019
(1½-day course)

Understand the processes and what complexities are likely to occur in managing IMO's global 0.5% sulphur content cap for 2020. Examine the interests, priorities, obligations and challenges of each stakeholder group in the bunkering supply chain.

COURSE 3

REFINING ECONOMICS

24-25 March 2019
(2-day course)

Designed to teach fundamentals of refining economics to non-refiners or to those newly introduced to refining and financing, as well as marketing individuals who have some involvement with refining or petroleum products. Course will also be relevant to refinery engineers who would like to understand how commercial and economic factors drive operating and investment decisions that affect their refineries.

COURSE 4

BUNKER FUEL BLENDING

24-25 March 2019
(2-day course)

Examine bunker fuel blending techniques focusing on the creation and optimization of the profitable blend formula, and receive comprehensive analysis of blend components including pricing and the environmental impact.

Joint Attendance (JA) Discount

Attend any one of the above courses with FUJCON 2019 and avail of joint attendance discounts

Maximum Flexibility

Send a different person to the Forum and the above courses and still benefit from the Joint Attendance Discounts

Check registration page for details

PLUS

SPECIAL INVITATION TO ALL COURSE DELEGATES

Breakfast with Emirates Maritime Arbitration Centre (EMAC) on 25 March 2019 at the Al Diar Siji Hotel

Time: 8.00am to 9.15am, Masafi Ballroom

Hear and discuss the latest insights on maritime arbitration strategies with senior representatives from EMAC over breakfast. Open to all Fujairah Bunkering Week course participants and any early registrants of FUJCON 2019. Course participants will proceed to course sessions on 25 March after breakfast. Take advantage of this perfect opportunity to network and build relationships with your industry peers.



INTERNATIONAL OIL TRADING (IOT)

Led By Mr Daniel Carr or Ms Sally Clubley, Independent Consultants, UK

23-24 March 2019, Al Diar Siji Hotel, Fujairah, UAE

COURSE OBJECTIVES

The New Oil Trading Market Realities

New rules coming into force from 2020 to curb the pollution produced by the world's ships are worrying oil producers, refiners, bunker fuel sellers and shipping companies alike. The global shipping fleet uses about 4 million barrels a day of high sulphur bunker fuel. Much of this will disappear immediately to be replaced by marine diesel (also known as marine gasoil). Both the absolute price and the price volatility of diesel are higher than for heavy fuel oil but there are well-tested techniques to help manage the risks involved.

This 1.5-day workshop will guide delegates in the principles of oil trading with practical aspects, particularly the very large international middle distillate market, and the concept of managing new price risks using futures and swaps. Working in small groups on frequent case studies, delegates will develop an understanding of trading practices and risk, learning how to deal from beginning to end, from negotiation to writing a contract, calculate shipping and other costs and determine the risks and how to manage them. Real oil market prices and live market conditions will be used in case studies.

Plus! Small groups and case studies to practise basic hedging strategies for physical & paper



CERTIFICATE OF ATTENDANCE

For all participants who successfully complete the full 1½-day course

COURSE DIRECTORS



Daniel Carr, Oil Consultant, together with Sally Clubley, designed and ran the energy trading module for Warwick University Business School in England until 2017. For thirteen years Daniel was Vice President, International Affairs of the New York Mercantile Exchange. This followed working as a director of ED&F Man's oil broking business in London and New York. Previously Daniel was a director and oil trader for crude and refined products, for Mabanafit in London. For many years Daniel has run, internationally, courses and modules on oil trading and price risk management. Daniel was a founding director of the International Petroleum Exchange (now ICE).



Sally Clubley has spent some 20 years consulting and training in the worldwide oil industry, specialising in oil price risk management. This followed several years working for ED & F Man, where she was divisional director of oil. During this time she was elected to the board of the International Petroleum Exchange and wrote a book "Trading Oil Futures and Options".

Course to be led by any one course director

KEY ISSUES TO BE COVERED:

- Background and introduction to oil trading – highlighting the differences between fuel oil and marine diesel
- International price reporting
- Mechanics of trading – including freight, chartering and legal contracts
- Price exposure – how to identify it, the difference between supply and price exposure
- Oil futures & swaps - the differences
- Hedging – how to manage the price risks identified using futures and swaps
- Clearing function and regulation

WHO SHOULD ATTEND

The workshop is designed for the buyers of shipping fuels, those new to the shipping industry and those in the middle and back office operation functions. The refiners or sellers of fuels to the shipping market need to understand the major changes that their customers are facing

WHY YOU SHOULD ATTEND

Understanding the mechanisms of market pricing, oil trading and price risk management is essential for those who need to purchase and sell oil, especially in relation to how the markets work, how to adapt to changing market conditions and deal with price uncertainty.

WHAT YOU WILL LEARN

- **Write** a contract for the purchase and sale of crude oil and refined products
- **Identify** price exposure and how to hedge it
- **Use** swaps and futures to practise basic hedging techniques
- **Trade** futures and swaps
- **Negotiate** cost and compare physical and paper deals
- **Calculate** the freight and the costs
- **Identify** and manage the risks in physical oil trading
- **Compare** and calculate the profitability of deals
- **Identify** corporate and legal issues in physical and paper deals

Registration on Day 1 is at 8.00am. Sessions start promptly at 9.00am and end at approximately 5.30pm on the 1st day and 12.30pm on the 2nd day. Lunch will be served for both days between 12.30pm and 2.00pm with mid-morning and mid-afternoon refreshments.

OPTIONAL ONE-AND-A-HALF DAY FUJAIRAH BUNKERING WEEK EVENT PRACTICAL APPROACHES FOR MANAGING 2020 BUNKER FUELS (2020 BUNKER FUELS)

INDIVIDUALLY
PRICED & BOOKABLE
SEPARATELY

Led By Mr William Tan, Vice President, Miyabi Industries Pte Ltd, Singapore
24-25 March 2019, Al Diar Siji Hotel, Fujairah, UAE

COURSE OBJECTIVES

This 1½-day course will focus on practical approaches for preparing and managing IMO's 2020 global sulphur cap on bunker fuels. It is designed for bunker buyers, sellers, bunker supply chain and industry stakeholders. The interests, priorities, obligations and challenges of each stakeholder group will be examined and discussed. The course will include a case study where participants will be challenged on the management process.

CERTIFICATE OF ATTENDANCE

All Participants who successfully complete the seminar will be provided with an official Certificate of Attendance

WHO SHOULD ATTEND

- Directors/General Managers/Senior Managers involved in bunker activities
- Bunker/Marine Fuel Buyers & Sellers/ Procurement Executives
- Bunker Brokers & Traders/Managers/Analysts/ Suppliers/Planners/Controllers
- Fuel Oil Operation/Port & Marine Fuel Managers
- Bunker Sales/Marketing/Customer Service Managers
- Low Sulphur Fuel Oil Traders
- Shipowners, Operators, Charterers & Their Agents
- Port Authorities/Port Commercial Managers
- P & I Clubs & Hull and Machinery Insurers/ Surveyors
- Maritime Lawyers, Legal Advisers, Consultants
- Claims Executives, Negotiators & Senior Executives
- Technical Experts & Advisors
- Terminal Superintendents
- Commercial Directors and Business Development Managers of Shipping Companies
- Operation Schedulers
- Banks – Risk Assessment & Control Managers

COURSE DIRECTOR



William Tan is trained in Environmental Engineering and has a Master's Degree in International Business. He has more than 23 years in the marine industry. He joined DNV Petroleum Services in 1994 till 1999 as the Assistant Sales Manager marketing fuel testing and bunker survey services to the Japanese, Korean and South East Asian Market. He founded Marine Fuel Consultants International Pte Ltd in the year 2000 with a group of marine

engineers, fuel consultants and claim specialists, providing services of fuel quality management and claims handling. In 2002, he

joined Miyabi Industries Pte Ltd as Vice-President and its Principal Consultant. The company is an Engineering and Consultancy firm specializing in fuel, lubricants, risk assessments, loss control and claims recovery to the bunkering and shipping community. He is also the program leader and course lecturer for a series of bunker courses including the largely successful Bunkering Disputes course since 2002, training more than 700 participants to date.

William is well known within the bunkering industry from Europe, to Middle East, to Asia. His expertise is much sought after by the industry as an expert witness, technical consultant, mediator and arbitrator on bunker dispute cases.

CRITICAL ISSUES TO BE COVERED:

- Availability of IMO 2020 compliant fuel
- Roles & responsibilities of stakeholders
- Fuel quality, specifications.
- Risks and challenges for different 2020 compliant bunker fuels
- Preparation for low sulphur marine gas oil
- Vessel fuel switch over procedures
- Guest Speaker on Bunker Economics
- Procedures for quality control & quality assurance
- Common risks or errors in ordering or selling 2020 compliant fuels
- Understanding bunker fuel analysis
- Analysis parameters which are critical or beneficial
- Interactive Role Play
- Comprehending off-specification claims
- Handling & avoiding off-specification claims
- Qualifying the validity of claims
- Methodologies to substantiate claims
- Guest Speaker
- Bonus Case Study on off-specs bunkers due to chemical contamination
- Lab Visit on 25 March - see page 5 for details

WHY YOU SHOULD ATTEND

- **Understand** the complexities of environmental compliance challenges. The bunker industry is facing
- **Learn** 'win-win' tools, techniques and strategies
- **Examine** the level of control over a vessel by each stakeholder
- **Review** the specifications of various 2020 compliant bunker fuels to best match your fuel grades
- **Determine** the mix of components for fuel blending to maximise fuel oil stability
- **Analyze** new ISO 8217:2017 specifications and their applications
- **Examine** considerations for using hybrid fuels
- **Learn about** "distillate rapid testing" and its advantages
- **Gain** in-depth knowledge on how to handle and avoid off-specification claims
- **Examine** possible causes of chemical contamination in bunker fuels & steps to prevent or mitigate the impact of contamination

COURSE METHODOLOGY

The course will be taught with a combination of theoretical & practical case studies and class interaction. The course instructor will adopt an approach which encourages active participation, delegate engagement and contribution through sharing of views and experiences. Case studies will provide participants with empirical examples in the working environment.

At the end of the course, participants will have a good understanding that managing 2020 fuels maybe less complex than expected. Participants will gain valuable knowledge and be able to develop their own simple and effective management systems.

REFINING ECONOMICS (RE)

Led By **Tod D. McGreevy**, Vice President, Muse, Stancil & Co, USA &
Dr Tilak Doshi, Managing Consultant, Muse, Stancil & Co. (Asia), Singapore
24 – 25 March 2019, Al Diar Siji Hotel, Fujairah, UAE

COURSE OBJECTIVES

The Refining Economics course is designed to teach fundamentals of refining economics to non-refiners or to those newly introduced to refining. A technical background is not necessary to understand course materials and the course should be useful to financing or marketing individuals who have some involvement with refining or petroleum products. Similarly, a marketing background is not critical and the course may be helpful to refinery engineers who would like to understand how commercial and economic factors drive operating and investment decisions that affect their refineries.

WHO SHOULD ATTEND

This course is designed to increase your understanding of petroleum products markets and how they interact with the refining industry and crude oil markets, and is of importance to:

- Refiners
- Financial Analysts
- Bankers
- Crude Oil Marketers
- Petroleum Analysts
- Regulators/Government
- Refinery Finance Executives
- Technology Suppliers
- Project Developers
- Commercial Business Analysts
- Crude & Products Managers
- Products Supply and Distribution Executives
- Strategic/Business Development Managers
- Financial Institutions/Energy Lenders
- Investment Analysts
- Insurers
- E&C Firms/Economic Feasibility Analysts
- Crude Producers



CERTIFICATE OF ATTENDANCE

For all participants who successfully complete the full 2-day course

COURSE DIRECTORS



Mr. Tod McGreevy has over 28 years industry experience and a diverse background in petroleum refining and manufacturing. Mr. McGreevy currently serves as Vice-President and Director of Muse, Stancil and Co., a global energy consultancy headquartered in Dallas, Texas. He has been with Muse since 2003 and is also a Director of Muse's Singapore affiliate, Muse, Stancil & Co (Asia), Pte Ltd.

During his career, Mr. McGreevy has held various positions that encompass many of the technical/managerial functions found in the downstream sector of the petroleum industry. Previous work assignments have given him a wealth of experience in refinery economics including tactical planning and optimization, long-term, strategic planning, project evaluation, economic justification, and development, budgeting, financial performance measurement and benchmarking, and financial modeling.



Dr. Tilak K. Doshi is Managing Consultant with Muse, Stancil & Co. (Asia) based in Singapore. Dr. Doshi is an industry expert with over 25 years of international work experience in leading oil and gas companies and think tanks.

Dr. Doshi is the author of many articles and three books on energy economics, the most recent of which was "Singapore Chronicles: Energy" (Straits Times Press, 2016). He received his Ph.D. in Economics from the University of Hawaii on a scholarship provided by the East-West Centre. He was one of two candidates which were granted the 1984 Robert S. McNamara Research Fellow award by World Bank, Washington, D.C.

KEY ISSUES TO BE COVERED:

- **Introduction to Refining**
 - Industry review
- **Crude Oil Basics**
 - Bulk crude oil property relationships with refining value
 - Crude oil assays
 - Crude oil blending exercise
 - Crude oil supply/demand trade patterns
- **Petroleum Products**
 - Environmental concerns & impact on refinery operations & profitability
 - Product consumption trends & changes to key specifications
- **Crude Oil & Refined Product Pricing**
 - Basic petroleum market pricing concepts
- Transportation/logistics costs
- Pricing of crude oils in Asia
- **Refinery Configurations & Complexity**
 - Refinery configuration types
 - Crude oil distillation fundamentals
 - Conversion & upgrading processes
 - Other processes
- **Fundamentals of Refining Economics**
 - Optimization models
 - Financial metrics
 - Working capital requirements

WHY YOU SHOULD ATTEND

- **Understand** how location, configuration and crude oil supply contribute to refining profitability.
- **Identify** new refinery project opportunities and learn how to maximize their commercial value.
- **Discover** how to develop new opportunities and reduce their operating, technical, and commercial risks.
- **Find out** how refinery configurations affect petroleum product prices worldwide.
- **Improve** your understanding of the role logistics plays in refinery profitability.
- **Learn** how to interpret published information on the refining industry and refining companies.
- **Identify** key methods of comparing refinery competitive strength.
- **Understand** the nature of petroleum markets, market cycles, and their global interconnectivity.
- **Discover** how refineries can be modified to become more profitable.
- **Learn** why refineries prefer different types of crude oils.
- **Find out** how trends in petroleum demand force refineries to invest.
- **Hear about** key issues driving refinery investment in the current market.

BUNKER FUEL BLENDING (BFB)

INDIVIDUALLY
PRICED & BOOKABLE
SEPARATELY

Led By Ara Barsamian, President, Refinery Automation Institute Inc, USA (Ex-Exxon)

24 - 25 March 2019, Al Diar Siji Hotel, Fujairah, UAE

ABOUT THE COURSE

Over the course of two-days, the program will focus on bunker fuel blending techniques concentrating on the creation and optimization of profitable blend formula. In addition to comprehensive analysis of blend components including pricing and the environmental impact, the program will educate participants through real life case studies and exercises.

WHO SHOULD ATTEND

- Fuel Oil/Products Traders
- Bunker Marketers/Traders
- Middle & Senior Managers
- Business Development Managers
- Trading Managers
- Commercial/Chartering Managers
- Supply & Operation Managers
- Blend Schedulers/Specialists
- Process Engineers
- Laboratory Supervisors
- Bunkering Controllers
- Cargo Inspector/Surveyors



CERTIFICATE OF ATTENDANCE

All participants who successfully complete the seminar will be provided with an official Certificate of Attendance

COURSE EXPERIENCE

- How to calculate blend profitability
- Estimating blend component prices
- Exploit profitability of calculating non-linear properties
- Dispute resolution using property Lab measurement precision
- Compare ISO8217-2017 specifications with 2005, 2010/12 and new 2020 global S bunker specs

In order to get the maximum benefits, participants should bring their own Windows-based laptop with Microsoft Excel (2007 or later) with SOLVER add-in software to be installed for this course.

COURSE OUTLINE

- Introduction to blending
- Marine fuel specifications, components & additives typical
- Bunker blending schemes
- Hands-on demos using bunker
- Blend linear and non-linear property calculations
- Blending optimization to squeeze the most \$'s
- Valuing blend component and estimating prices
- Quality assurance, lab tests & critical tests for compatibility and stability
- Economics of bunker/MGO/MDO
- Scrubbers and economics
- Advantages of in-line blending of fuels
- Lab and on-line tests, and precision
- Q&A sessions (multiple)
- Wrap-up

FREE

- 500+ Pages Bunker Blending Handbook
- 15+ Blending Programs and Exercises
- Gasoline and Diesel Blending Optimizer Program (DEMO)
- Blending Components Data Base
- Specs for Marine Bunker and Gasoil
- And more.....

This is the most comprehensive fuel blending training available globally.

REGISTER
TODAY!

COURSE DIRECTOR



Ara Barsamian is currently President and Chief Executive Officer of Refinery Automation Institute, LLC (RAIL). A fuels blending automation consulting firm, Refinery Automation Institute specializes in the profitable growth, development, and implementation of blending operations and technology.

Previously, he served as a group head of Exxon Research and Engineering Company where he designed, implemented,

started up, and commissioned over 20 blending and oil movement systems across the United States, Europe, South America, the Middle East, and Asia.

In 1985, he formed 3X Corporation, which was later acquired by ABB, building on his 40+ years of experience in over 60 blending automation and optimization projects.

Ara is a member of ASTM, AIChE, ISA, and IBIA. He graduated from the City University of New York with a B.S. and M.S. degrees in Electrical Engineering.

Registration on Day 1 is at 8.00am. Sessions start promptly at 9.00am and end at approximately 5.30pm on each day. Lunch will be served between 12.30pm and 2.00pm with mid-morning and mid-afternoon refreshments.

LABORATORY VISIT FOR COURSES 2 & 4 ON 25 MARCH 2019 (2020 BUNKER FUELS & BFB)

A laboratory visit for all delegates will encompass first-hand experience on tests carried out and equipment used, in particular GC-MS, FT-IR and Cold Flow Filter Plugging Point Analyser as well as critical compatibility and viscosity tests.

Transportation to and from the laboratory will be provided.



Organised and Managed by:



5 EASY WAYS TO REGISTER

FUJAIRAH BUNKERING WEEK EVENTS IN CONJUNCTION WITH THE 11TH INTERNATIONAL FUJAIRAH BUNKERING AND FUEL OIL FORUM



MAIL

The Conference Connection Inc.
Raffles City P O Box 1736 Singapore 911758



PHONE

Singapore
(65) 6338 0064



FAX

Singapore
(65) 6338 4090



EMAIL

info@cconnection.org



WEB

www.fujcon.com

This Contains Your Unique Registration Reference.
Please Do Not Remove Mailing Label.

Conference & Course Dates & Venue:

Course 1: International Oil Trading(IOT) - 23-24 March 2019

Course 2: Practical Approaches for Managing 2020 Bunker Fuels (2020 Bunker Fuels) - 24-25 March 2019

Course 3: Refining Economics (RE) - 24-25 March 2019

Course 4: Bunker Fuel Blending (BFB) - 24-25 March 2019

FUJCON 2019 - 25-27 March 2019

All above events are held at Al Diar Siji Hotel PO Box 1199

Fujairah UAE Tel: 9719-2232000 Fax: 9719-2232111

A. PRE-FORUM COURSES ONLY (per person)

Event	Full Fee US\$	Team Fee (2nd & subseq. delegate) US\$	Early Bird Fee (Pymt by 18 Feb 2019) US\$
Course 1 - IOT	\$1,750	\$1,400	\$1,575
Course 2 - 2020 Bunker Fuels	\$1,200	\$960	\$1,080
Course 3 - RE	\$2,110	\$1,680	\$1,895
Course 4 - BFB	\$2,395	\$1,920	\$2,155

B. FUJCON 2019 ONLY (per person)

Full Fee: US\$1,695

Alumni/Cold Connect Fee: US\$1,550

Team Fee (2nd & subsequent delegate-same company): US\$1,350

Early Bird/Alumni/Member Fee (Naut Inst UAE/ WISTA/

SGMF/ IBIA/ BIMCO/ Intertanko): US\$1,550

Alumni Early Bird Fee: US\$1,475 (payment by 31.12.18)

All fees are mutually exclusive & on a per person basis

Joint Attendance (JA) Discount

Attend FUJCON 2019 with any one course above to avail of Joint

Attendance discounts

Maximum Flexibility

Send a different person to the Forum and the course and still benefit

from the Joint Attendance Discount.

Fees include attendance at all sessions, daily luncheon & coffee breaks, one set of forum documentation and attendance at the site visit. Travel and accommodation costs are not included.

Enquiries & Registrations:

The Conference Connection Inc., PO Box 1736, Raffles City, Singapore 911758 or the FUJCON Secretariat: 135 Middle Road, #05-01 Bylands Building, Singapore 188975.

Tel: (65) 6338 0064 Fax: (65) 6338 4090

Email: info@cconnection.org Website: www.fujcon.com

Registration Conditions:

- All registrations must be on the prescribed form or in writing and will be on a confirmed basis unless otherwise notified in writing
- The organisers reserve the right not to accept prior and on-site registrations without payment. Delegates whose payments are not received before the event are required to furnish proof of payment on-site
- Staff at the event will request a credit card guarantee without proof of payment
- The organisers reserve the right to impose conditions of entry for walk-in delegates.

Payments:

- All payments must be made in US Dollars by Inter-Bank Transfers within 14 days of receipt of invoice. (Bank details will be provided upon receipt of registration).
- Please quote event name, invoice number and delegate name for bank transfers. Please instruct your bank to remit the full amount, net of bank charges.

Cancellation & Substitution:

- Cancellations notified in writing received and acknowledged before 2 March 2019 will be levied an administrative fee of 5% for paid cancellations and 10% for unpaid cancellations
- Paid and unpaid cancellations notified between 2 - 9 March 2019 will be charged 50% of the invoiced fee and given one set of forum documentation (post-event).

- No refunds whatsoever will be given after 9 March 2019 but delegates can be substituted if the organisers receive prior notification (please note that 2 weeks notice of substitution is required for visa application/cancellation as the case may be).

- For registrations invoiced and unpaid but subsequently cancelled after 9 March 2019, 50% of the invoiced fee will be charged and one set of forum documentation will be provided (post-event).

Hotel Accommodation & Visa Application:

Delegates will be responsible for their own hotel and visa arrangements. Special rates have been secured at the participating hotels for all confirmed delegates. Please request for a hotel/visa form when registering.

Visa application procedure for delegates will be sent with the invoice. Nationals of the following countries need not make prior application as visas will be issued upon arrival in the UAE:-

- Europe - France, Italy, Germany, Holland, Belgium, Luxembourg, Switzerland, Austria, Sweden, Norway, Denmark, Portugal, Ireland, Greece, Cyprus, Finland, Malta, Spain, Monaco, UK, Vatican City, Iceland, Andorra, San Marino and Liechtenstein
- Others - USA, Canada, Australia, New Zealand, Japan, Brunei, Singapore, Malaysia, Hong Kong & Korea

Nationalities not listed here will require prior application for visas. Please do not send visa applications to the organisers. Participating hotels can assist with visa applications.

Data Protection:

Any client information (name, address and contact details) obtained during your registration/order will be added to our database and may be used by Conference Connection to provide you with further information on its products and services. Conference Connection may make this information available to associated partners for marketing purposes. To restrict or update your particulars please contact database@cconnection.org

DISCLAIMER - The organisers will not accept liability for non-approval of visas, individual transport delays and transport disruption, and in such circumstances, our normal cancellation rules and penalties apply. Where matters beyond the reasonable control of the organisers impair or prevent the organisers from being able to perform their obligation under this event, the client releases the organisers from any liability, incidental or consequential, to such matters.

DELEGATE REGISTRATION FORM

Yes! Please register me for

IOT 2020 Bunker Fuels RE BFB FUJCON 2019

Please Tick (✓) Accordingly:

1. Registration Fees - FUJAIRAH BUNKERING WEEK EVENTS

Event	Full Fee US\$	Team Fee US\$	Early Bird/JA/Member Fee US\$ (Pymt by 18.2.2019)
<input type="checkbox"/> IOT	<input type="checkbox"/> \$1,750	<input type="checkbox"/> \$1,400	<input type="checkbox"/> \$1,575
<input type="checkbox"/> 2020 Bunker Fuels	<input type="checkbox"/> \$1,200	<input type="checkbox"/> \$960	<input type="checkbox"/> \$1,080
<input type="checkbox"/> RE	<input type="checkbox"/> \$2,110	<input type="checkbox"/> \$1,680	<input type="checkbox"/> \$1,895
<input type="checkbox"/> BFB	<input type="checkbox"/> \$2,395	<input type="checkbox"/> \$1,920	<input type="checkbox"/> \$2,155

IOT - International Oil Trading | RE - Refining Economics

BFB - Bunker Fuel Blending | JA - Joint Attendance

2. Registration Fees - FUJCON 2019 ONLY

Full Fee	Early Bird Fee (Pymt by 31.12.2018)	Alumni Early Bird Fee (Pymt by 31.12.2018)	Gold Connect/Alumni Fee/Member Fee
<input type="checkbox"/> US\$1,695	<input type="checkbox"/> US\$1,550	<input type="checkbox"/> US\$1,475	<input type="checkbox"/> US\$1,550

Team Fee (2nd & subsequent delegate)	Member Number:
<input type="checkbox"/> US\$1,350	<input type="checkbox"/> Nautical Institute, UAE/ <input type="checkbox"/> IBIA/ <input type="checkbox"/> SGMF/ <input type="checkbox"/> WISTA/ <input type="checkbox"/> Intertanko/ <input type="checkbox"/> BIMCO

All fees stated are mutually exclusive and on a per person basis

3. Payment

- I am sending payment by telegraphic transfer/bank draft.
- I wish to pay by credit card.

4. Mailing List

- Please include me in your mailing list for future events.

5. Sponsorship/Exhibition Opportunities

- Please send more information on sponsorship/exhibition opportunities at FUJCON 2019.

Please print in block letters and return to:

The Conference Connection Inc

Raffles City P O Box 1736, Singapore 911758 or

the FUJCON 2019 Secretariat at 135 Middle Road, #05-01

Bylands Building, Singapore 188975.

Tel: (65) 6338 0064 Fax: (65) 6338 4090 Email: info@cconnection.org

Website: www.fujcon.com

CC/403/404/406/407/19 WB

First Name (Mr/Ms/Dr) _____

Surname _____

Job Title _____

Nationality _____

Company _____

Address _____

Country _____ Postal/Zip Code _____

Tel _____ Fax _____

Email _____

Name & Title of Approving Manager _____

Email of Approving Manager _____

Your Company's Main Business Activity in Shipping _____

Other Activity (if not shipping) _____

ALL REGISTRATIONS MUST BE ACCOMPANIED BY PAYMENT (For more than one delegate, please photocopy the registration form)