

## 2017 Fleet Optimization Conference & Exhibition Agenda

Monday, October 9, 2017	
4:00 PM	Pre-Conference Private Sponsored Seminars - By invitation only <b>Chevron Marine Lubricants Sales Seminar</b> <b>HudsonAnalytix Seminar</b>
6:00 PM	Conference Registration/Welcome Reception & Open Exhibits - Sponsored by <b>Bureau Veritas</b>
Tuesday, October 10, 2017 - Day 1	
7:30 AM	Conference Registration/Continental Breakfast & Open Exhibits - Sponsored by <b>ABB Turbocharging</b>
9:00 AM	Opening Remarks: Conference Chairman
9:15 AM	Conference Keynote Speaker, Day 1: Lois K. Zabrocky, President & Chief Executive Officer, International Seaways Inc.
Session A - The Efficient Ship	
9:35 AM	Session A Keynote Speaker: Roger Holm, President, Wärtsilä Marine Solutions
9:55 AM	<p><b>Panel A: Efficient Ships: Technology Solutions - Sponsored by <b>Intelsat</b></b></p> <p><b>Panel Moderators:</b> Ravi Singh, Chief Technical Officer, Northern Fund Management America LLC Peter Hadjipateras, Corporate Development Manager, Dorian LPG</p> <p><b>Panel Speakers:</b> Anthony Teo, Technology &amp; LNG Business Development Director, DNV GL <b>"Piston Engine Room Free Efficient Container Ship"</b> Palmar Olafsson, Regional Director America &amp; Europe, Marorka <b>"Efficient Use of Real-Time Data, Ship-to-Shore"</b> Håkon Jørgensen, Director Digitalization, R&amp;D and Technology, MacGregor Group <b>"What Is the Value of Digitally Connecting A Vessel's Cranes?"</b> Michael Edgerton, VP, HudsonAnalytix <b>"Balancing Efficiency &amp; Security: A Maturity Model Approach to Cyber Security for Shipping"</b> Jan Hansen, Business Developing Global Director, Sperry Marine <b>"Improving Efficiency of Bridge Operations"</b> Q&amp;A</p>

Tuesday, October 10, 2017 - Day 1

11:10 AM

Coffee Break in Exhibit Hall & Open Exhibits - Sponsored by **Marlink**

11:40 AM

**Roundtable A: Efficient Ships: What's the Future? Sponsored by DNV GL**

**Roundtable Moderators:**

Capt. Lakhbir Sidhu, Fleet Manager, Heidmar

Raghvan Narasimhan, Vice President - Technical, Diamond S Shipping

**Roundtable Speakers:**

Andy Davis, Transport Assurance Practice Director, NCC Group

Rafael Riva, VP Business Development, Americas, Lloyd's Register North America Inc.

Trevor Bevens, Senior VP, Accuritas Global Solutions

Kevin Humphreys, Business Development Manager, Marine Solutions & Services, Wärtsilä North America Inc.

Ian Bowles, Sales Manager, JRC Alphantron Marine

Palmar Olafsson, Regional Director America & Europe, Marorka

Jan Flores, Senior Business Development Manager, NETSCo

Per Ostman, Director of Marketing & Client Programs, Veson Nautical

12:25 PM

**Awards Luncheon & Open Exhibits - Sponsored by Morgan Events LLC, Rhodes Communications Inc. & Soccoli Associates LLC**

**Session B - Digitalization**

2:30 PM

**Session B Keynote Speaker: Frank Coles, CEO, Transas - "*The Reality of the Zoo*"**

Tuesday, October 10, 2017 - Day 1	
3:00 PM	<p><b>Panel B: Digitalization - Sponsored by Marorka</b></p> <p><b>Panel Moderators:</b> Alexis Lemon-Zakou, Operations Manager, Genco Shipping &amp; Trade Capt. Lakhbir Sidhu, Fleet Manager, Heidmar</p> <p><b>Panel Speakers:</b> Vinit Duggal, VP &amp; Chief Information Security Officer, Intelsat <i>"Securing the Satellite Network"</i> James Espino, President, Gnostech Inc. <i>"Assessing &amp; Securing Maritime/Operational Systems"</i> Jeffrey Chandler, Regional Sales Manager, Marlink <i>"Realities of Shipping's Cyber Challenge"</i> Asad Salameh, President, World-Link Communications, Inc. <i>"Cybersecurity: Building the Moat &amp; Defending the Bridge"</i> Paul Comyns, VP Global Marketing, Intellian <i>"Satcoms Equipment &amp; Digital Transformation: Shifting from the Possible to the Practical"</i> Ryan Smith, Commercial Sales Manager, KVH Industries, Inc. <i>"Connectivity As a Service: Catalyst for Digitalization"</i> Q&amp;A</p>
4:15 PM	<p><b>Coffee Break in Exhibit Hall &amp; Open Exhibits - Sponsored by Lloyd's Register</b></p>
4:45 PM	<p><b>Roundtable Lead Speaker: Andy Davis, Transport Assurance Practice Director, NCC Group</b></p>
5:05 PM	<p><b>Roundtable B: Digitalization &amp; Cybersecurity - Sponsored by NCC Group</b></p> <p><b>Roundtable Moderators:</b> Capt. Mohan Muppidi, Senior VP, Fleet Management Inc. Capt. Steve Huvane, Marine Consultant, Heidmar</p> <p><b>Roundtable Speakers:</b> Vinit Duggal, VP &amp; Chief Information Security Officer, Intelsat Sarah Carter, Vice President, Gnostech Inc. Anthony J. Queenan, Vice President Sales, Americas, Marlink Asad Salameh, President, World-Link Communications, Inc. Michael Edgerton, VP, HudsonAnalytix Ryan Smith, Commercial Sales Manager, KVH Industries, Inc. Andy Davis, Transport Assurance Practice Director, NCC Group Todd Allen, Regional Manager, NAVTOR USA Inc. Håkon Jørgensen, Director Digitalization, R&amp;D and Technology, MacGregor Group Frank Coles, CEO, Transas</p>

<b>Tuesday, October 10, 2017 - Day 1</b>	
<b>5:50 PM</b>	<b>Closing Remarks: Conference Chairman</b>
<b>6:00 PM</b>	<b>Networking Reception &amp; Open Exhibits - Sponsored by <b>Chevron</b></b>
<b>Wednesday, October 11, 2017 - Day 2</b>	
<b>7:30 AM</b>	<b>Conference Registration/Continental Breakfast &amp; Open Exhibits - Sponsored by <b>Gnostech</b></b>
<b>9:00 AM</b>	<b>Day 2 Opening Remarks: Conference Chairman</b>
<b>9:10 AM</b>	<b>Conference Keynote Speaker, Day 2: Cameron Mackey, Director &amp; COO, Scorpio Tankers - "<i>Balancing OpEx and CapEx</i>"</b>
<b>Session C - Fuel &amp; Propulsion</b>	
<b>9:30 AM</b>	<b>Session C Keynote Speaker: Martial Claudepierre, LNG as Fuel Business Development Manager, Bureau Veritas Marine</b>
<b>Wednesday, October 11, 2017 - Day 2</b>	
<b>9:50 AM</b>	<b>Panel C: Fuel &amp; Propulsion - Sponsored by <b>ExxonMobil</b></b>
	<p><b>Panel Moderators:</b>  Ed Waryas, Director, KNOT Offshore Partners LP  Capt. Donald Carroll, Senior VP, Group Operations, M.T. Maritime Management (USA)</p> <p><b>Panel Speakers:</b>  Monique Vermeire, Fuels Technologist, Chevron Marine  <i>"Preparing for 2020"</i>  Ian Workman, Account Manager, Veritas Petroleum Services  <i>"The Future of Mass Flow Meters &amp; Surveyors"</i>  Hans Paul, Sales Manager Americas, VAF Instruments  <i>"Fuel Savings Via Measuring Prop Thrust &amp; Hull Resistance"</i>  Kostas Fatolas, Lead Chemist, MARICHEM MARIGASES Worldwide Services  <i>"Development of Fuel Additives"</i>  John LaRese, Technical Liaison Manager, ExxonMobil  <i>"IMO 2020 Shipping Insights"</i>  Jan Flores, Senior Business Development Manager, NETSCo  <i>"LNG Fuel: Where Are We Now?"</i></p> <p><b>Q&amp;A</b></p>
<b>11:05 AM</b>	<b>Coffee Break in Exhibit Hall &amp; Open Exhibits - Sponsored by <b>Mackay Marine &amp; VAF Instruments</b></b>

Wednesday, October 11, 2017 - Day 2

11:35 AM

**Roundtable C: ECA & GHG Strategies**

**Roundtable Moderators:**

Gary Van Tassel, Senior VP, Engineering & Compliance, Argent Marine

Ed Waryas, Director, KNOT Offshore Partners LP

**Roundtable Speakers:**

Mikhail Shapiro, Marine Fuels Manager, Glencore Ltd: Marine Fuels

Ian Workman, Account Manager, Veritas Petroleum Services

Mike Sarisky, Account & Technical Manager, Chevron Marine

Daniel Giani, Regional Chief Executive - Marine & Offshore, Bureau Veritas Marine

Ananth Srinivasan, Vice President, V-TIC Services Inc.

Kostas Fatolas, Lead Chemist, MARICHEM MARIGASES Worldwide Services

Hans Bieli, Regional Technical Manager, ABB Turbocharging

John LaRese, Technical Liaison Manager, ExxonMobil

Wajdi Abdmessih, President, Seahawk Services

Nick Confuorto, President & COO, CR Ocean Engineering

12:20 PM

**Lunch in Pavilion & Open Exhibits – Sponsored by **Intellian****

Wednesday, October 11, 2017 - Day 2

2:30 PM

**Day 2 Afternoon Keynote Speaker: Mark Darley, President, Americas, Lloyd's Register - "*The Future of Autonomous Shipping*"**

Wednesday, October 11, 2017 - Day 2

Session D - Ship & Fleet Optimization

2:50 PM

Panel D: Optimizing Operations for Efficiency - Sponsored by **ShipNet**

**Panel Moderators:**

Erny Otterspoor, VP & Technical Director, TBS Ship Management (Roymar)  
Roby Thomas, Fleet Manager, Gener8 Maritime Management

**Panel Speakers:**

Hans Bieli, Regional Technical Manager, ABB Turbocharging

***"Turbocharger Upgrades Increase Fuel Efficiency & Reduce Nox & CO2 Emissions"***

Todd Allen, Regional Manager, NAVTOR USA Inc.

***"E-Navigation Solutions"***

Stasu Bizzarro, President, Weather Routing Inc. (WRI)

***"Marine Weather Forecasting: Difficulties, Improvements & Role of Modern Meteorologists"***

Jan Wilhelmsson, VP Commercial Shipping, ENIRAM

***"Feedback from 50 Operators on Digitalizing Their Business"***

Wajdi Abdmessih, President, Seahawk Services

***"The Ramifications of the IMO's Sulfur Regulation on Fuel Quality"***

Per Ostman, Director of Marketing & Client Programs, Veson Nautical

***"Continuous Optimization: Driving Better Decisions"***

Q&A

4:05 PM

Coffee Break in Exhibit Hall & Open Exhibits - Sponsored by **Glencore Ltd:**  
**Marine Fuels**

4:35 PM

Session D Keynote Speaker: Angus Campbell, Corporate Director Energy Projects, Bernhard Schulte Shipmanagement - ***"Emerging Fuel Options"***

Wednesday, October 11, 2017 - Day 2

4:55 PM	<b>Roundtable D: Reducing Opex Strategies - Sponsored by Weather Routing Inc. (WRI)</b>
5:40 PM	<b>Roundtable Moderators:</b> Erny Otterspoor, VP & Technical Director, TBS Ship Management (Roymar)  Jonathan Dowsett, Senior Fleet Performance Manager, Eagle Bulk Shipping  <b>Roundtable Speakers:</b> Hans Paul, Sales Manager Americas, VAF Instruments Stasu Bizzarro, President, Weather Routing Inc. (WRI) Philip Hadjisoteriou, Area Client Relations Manager, Lloyd's Register Jan Hansen, Business Developing Global Director, Sperry Marine Paul Comyns, VP Global Marketing, Intellian Terje Kristiansen, Global Commercial Director, ShipNet Gordon Cooper, Business Development Manager, Future Care Inc. Anthony DiMare, CEO/Co-Founder, Nautilus Labs Rajan Vasudevan, CEO, OceanManager Inc. <b>Closing Remarks: Conference Chairman</b>

6:00 PM	<b>Networking Reception &amp; Open Exhibits - Sponsored by Veritas Petroleum Services</b>
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Thursday, October 12, 2017 - Day 3

7:30 AM	<b>Conference Registration/Continental Breakfast &amp; Open Exhibits - Sponsored by NAVTOR</b>
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9:00 AM	<b>Day 3 Opening Remarks: Conference Chairman</b>
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Session E - Regulatory Compliance

9:10 AM	<b>Conference Keynote Speaker, Day 3: Jukka Merenluoto, Ecosystem Lead, One Sea - "Autonomous Maritime Ecosystem"</b>
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9:30 AM	<b>Session E Keynote Speaker: Borianna Farrar, Vice President-Counsel &amp; Business Development Director - North America, American Club - "P&amp;I Perspective"</b>
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Thursday, October 12, 2017 - Day 3

9:50 AM

Panel E: Regulatory Compliance - Sponsored by **Ecochlor**

**Panel Moderators:**

Elias Pantelaros, Manager Engineering & Purchasing, Colonial Navigation Co.

Ramesh Bhat, Shipping Consultant

**Panel Speakers:**

Andrew Marshall, Chief Executive Officer, Coldharbour Marine (represented by American Ship Repair)

***"The BWM Convention and What It Really Means for the Shipping Industry"***

Nick Confuorto, President & COO, CR Ocean Engineering

***"Achieving Compliance without Fuel Switching"***

Leif Melhus, Senior Mechanical Engineer, Ecochlor

***"Case Study on Tanker Installations"***

Thomas Hazen, Sales Engineer, Hyde Marine

***"Maintaining Your BWTS to Ensure Compliance"***

Paul Pedersen, Managing Director, Goltens

***"Planning & Engineering to Achieve Proper BWTS or Scrubber"***

Bradley J. Kerr, Director of Sales & Marketing, Detyens Shipyards

***"How to Have A Successful Repair or Conversion Project At the Shipyard"***

Q&A

11:05 AM

Coffee Break in Exhibit Hall & Open Exhibits – Sponsored by **Goltens**



Thursday, October 12, 2017 - Day 3

11:35 AM

**Roundtable E: Ballast Water Treatment – Sponsored by Hyde Marine**

**Roundtable Moderators:**

Capt. Joseph D. Gross, Dry Operations Manager, d'Amico Shipping USA  
Rajnish Bahel, Designated Person Ashore, Company Security Officer, Eagle Bulk Shipping

**Roundtable Speakers:**

Mark Riggio, Senior Market Manager, Hyde Marine  
Matt Granitto, Business Manager, Ballast Water Treatment, Evoqua  
Paul Pedersen, Managing Director, Goltens  
Jim Stanka, President, Envirocleanse  
Andrew Marshall, Chief Executive Officer, Coldharbour Marine (represented by American Ship Repair)  
Tom Kirk, Director of Environmental Performance, ABS  
Daniel Giani, Regional Chief Executive - Marine & Offshore, Bureau Veritas Marine  
Ricky Dixon, Director of Sales, Ecochlor

12:20 PM

**Roundtable of Shipowners and Ship Managers – Sponsored by The Marshall Islands Registry & Roundtable Lunch in Pavilion – Sponsored by MacGregor**

**Roundtable Moderators:**

John Ramage, COO, The Marshall Islands Registry

**Roundtable Speakers:**

Capt. Mohan Muppidi, Senior VP, Fleet Management Inc.  
Angus Campbell, Corporate Director Energy Projects, Bernhard Schulte Shipmanagement  
Capt. Steve Huvane, Marine Consultant, Heidmar  
Capt. Tom Hudson, Operations Superintendent, Tankers, Mitsui OSK Bulk Shipping USA  
Peter Hadjipateras, Corporate Development Manager, Dorian LPG  
John Nichols, Director of Operations, Eagle Bulk Shipping  
Capt. Joseph D. Gross, Dry Operations Manager, d'Amico Shipping USA