

# 3rd Polar Shipping Summit

May 30th & 31st 2012, London, UK



## Securing Business and Increasing Profits in the Arctic

ACI's 3<sup>rd</sup> Polar Shipping event will discuss in depth the **business developments in the arctic** and the opportunities created for the shipping industry. Providing a platform for networking and exchanging ideas on **operational efficiency, safety, insurance and risk-management in the arctic**, the summit's aim is to offer delegates a tool for business development and improvement of their bottom line. **Exploring new opportunities** and rising to their challenge through **the industry's best practices** whilst achieving financial targets is the ultimate goal of this event.

### THE AGENDA

Throughout the 2 days you will have the opportunity to hear from your industry peers and discover the hottest developments in the Arctic Shipping Community:

- **Determine** how to expand your arctic operations
- **Understand** the market dynamics changing the arctic's landscape
- **Examine** the NSR's financial model and commercial viability for ship transit
- **Hear** the latest updates on the polar code and other regulatory developments
- **Consider** national & international initiatives facilitating arctic navigation
- **Discover** the latest training practices for arctic navigation improving safety & efficiency
- **Analyse** the development & opportunities that will be driving arctic shipping

### AN INTERACTIVE 2 DAYS

ACI's meetings offer the perfect opportunity to discover the latest updates and to discuss your own challenges and solutions with your peers through an interactive and informative 2 day programme.

- Hear from an outstanding line-up of the industry's leading executives
- Network informally with a relatively small, targeted group of senior-level executives and decision-makers from the shipping industry
- Determine the position of industry leaders on key issues
- Discuss the latest challenges and developments in this rapidly changing sector of the industry
- Participate in roundtable sessions – giving you the chance to discuss the latest issues with your colleagues – and the speakers - in an open, informal and intimate setting

### Who will attend?

All ACI's events attract a targeted group of senior level researchers and decision-makers from the maritime industry. **Our meetings are strictly end-user focussed:**

*Delegates will be drawn from shipping companies and include:*

- CEO's
- Managing Directors
- Business Development Directors
- VP's Strategic Projects
- Fleet Directors

*The summit will also be attended by the **Oil & Gas, Mining and Insurance industries** in addition to **Government Bodies and Regulatory Organisations***

### OPPORTUNITIES TO MEET YOUR TARGET AUDIENCE

Companies can gain direct access to our senior level audience and have an increased level of visibility through branding and networking at the conference. For information on available sponsorship and commercial opportunities, please contact Hubert Sosnowski on +48 616 46 9780 or email [Hubert@acieu.net](mailto:Hubert@acieu.net)

### EXCLUSIVE PANEL OF SPEAKERS:

Tero Vauraste,  
President,  
Arctia Shipping

Oddgeir Danielsen  
Director  
Secretariat of the Northern  
Dimension  
Partnership on Transport and  
Logistics

Erik Rabjerg Nielsen,  
Director Operations &  
Deployment,  
Maersk Line

Wylie Spicer,  
Counsel,  
McInnes Cooper

Paul Arthur Berkman,  
Research Professor,  
Donald Bren School of  
Environmental Science &  
Management - University of  
California Santa Barbara

Ambassador Anton Vasiliev,  
Ambassador At Large,  
Ministry Of Foreign Affairs Of  
The Russian Federation

Joe Spears,  
Principal,  
Horseshoe Bay Marine Group

Alfred J. Baird,  
Professor of Maritime Business  
Transport Research Institute  
(TRI),  
Edinburgh Napier University

Dr. Vitaly V. Klyuev,  
Deputy Director - Department of  
State Policy for Maritime and  
River Transport,  
Ministry of Transport of the  
Russian Federation

To register for this exclusive event, contact Seng Hong Tang  
By calling +44 (0) 207 981 2501  
Emailing: [shtang@acieu.net](mailto:shtang@acieu.net)



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## DAY ONE: 30<sup>th</sup> May 2012

08.00	<b>Registration and Coffee</b>
09.00	<b>CHAIRMAN'S OPENING ADDRESS</b>
09.10	<b>KEYNOTE ADDRESS</b>
	<b>Update on All Arctic Shipping Activity</b>
	<ul style="list-style-type: none"> <li>The 'longest' shipping arctic season</li> <li>Prospects for 2012: The shipping initiatives</li> <li>Key prospects for 2020 and beyond</li> </ul>
	<b>Tero Vauraste, President, Arctic Shipping</b>
09.50	<b>CONFERENCE PRESENTATION</b>
	<b>Looking into Legislative Updates: The Polar Code &amp; National Initiatives</b>
	<ul style="list-style-type: none"> <li>Latest developments</li> <li>Impact on shipping operations and their bottom line</li> <li>What still needs to be done?</li> </ul>
	<b>Wylie Spicer, Counsel, McInnes Cooper</b>
10.30	<b>Morning Refreshments &amp; Networking</b>
11.00	<b>CONFERENCE PRESENTATION</b>
	<b>Asian Shipping Interests in the Arctic Ocean</b>
	<ul style="list-style-type: none"> <li>Key players &amp; trends</li> <li>Understanding China's interest in the Arctic</li> <li>Analysis of 'the Asian element' in the prospects of Arctic shipping</li> </ul>
	<b>Paul Arthur Berkman, Research Professor, Donald Bren School of Environmental Science &amp; Management - University of California Santa Barbara</b> (former Head of the Arctic Ocean Geopolitics Programme through the Scott Polar Research Institute)
11.40	<b>CONFERENCE PRESENTATION</b>
	<b>The EU: Investing in Arctic Shipping</b>
	This presentation will address the overall EU Arctic strategy and in particular, will focus on the EU's integrated maritime policy and new developments of EU projects and interest with regards to Arctic Shipping
	<b>Steffen Weber, Director, EU Arctic Forum</b>
12.20	<b>Lunch</b>
13.40	<b>CONFERENCE PRESENTATION</b>
	<b>Oil &amp; Gas On &amp; Offshore Activity in the Arctic: Developments and Opportunities for the Shipping Industry</b>
	<ul style="list-style-type: none"> <li>The upcoming projects</li> <li>Crucial political obstacles</li> <li>The particular shipping needs of arctic offshore rigs</li> <li>Analysis of the LNG demand to the Far-East</li> <li>The financial advantages of supplying the far east through the NSR</li> <li>Japan's demand for natural gas</li> <li>Production of natural gas in the arctic and the industry's shipping requirements</li> </ul>

## 14.20 CONFERENCE PRESENTATION

### The Russian Perspective: Travelling the NSR

- Travelling the NSR
- Trends and conditions
- Future developments

**Ambassador Anton Vasiliev, Ambassador At Large, Ministry Of Foreign Affairs Of The Russian Federation**

## 15.00 CONFERENCE PRESENTATION

### Examining the Commercial Viability of Container Cargo Transit from Europe to the Far East Through the NSR

- Size matters: What kind of container vessels are fit for NSR transit?
- Understanding the function of: departure, destination, bunker price, size and operations
- Financial analysis from the container line's point of view

**Erik Rabjerg Nielsen, Director Operations & Deployment, Maersk Line**

## 15.40 Afternoon Refreshments & Networking

## 16.00 CONFERENCE PRESENTATION

### Understanding the Implicit Costs of Navigating the NSR

- Analysis of the NSR's financial model
- Unpredictable bill: Icebreaking & fees
- The business environment, ice-certificate and other requirements for ship operation in Russian waters
- Russian vision and efforts for the future

## 16.40 "Interactive" ROUNDTABLE DISCUSSIONS

### Topics to be covered include:

**TABLE 1:** Infrastructural developments in northern Russia: Ports, S&R, Salvage, Navigational aids and others.

**CHAIR:**

**TABLE 2:** LNG carrier operation in the arctic ocean  
**CHAIR**

**TABLE 3:** Exploring Ice Breaking Developments: The Canadian Efforts

**CHAIR:**

## 17.40 Roundtable Summary

## 18.00 Chairman's Summary & End of Day One

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## DAY TWO: 31<sup>st</sup> May 2012

08.30	<b>Registration and Coffee</b>
09.00	<b>CHAIRMAN'S OPENING ADDRESS</b>
09.10	<b>KEYNOTE ADDRESS</b> <b>Addressing Developments in Arctic SAR</b> <ul style="list-style-type: none"> <li>The impact of the 2011 Arctic search and rescue agreement</li> <li>The resources of the coastal state – the Canadian experience</li> <li>The important need for exercises and cooperation</li> <li>Recent examples-- Clipper Adventurer</li> </ul> <b>Joe Spears, Principal, Horseshoe Bay Marine Group</b>
09.50	<b>CONFERENCE PRESENTATION</b> <b>Logistical Update: Floating Storage Projects</b> <ul style="list-style-type: none"> <li>Commercial opportunities</li> <li>Storage opportunities</li> <li>De-icing strategies and ice management</li> </ul> <b>Alfred J. Baird, Professor of Maritime Business Transport Research Institute (TRI), Edinburgh Napier University</b>
10.30	<b>Morning Refreshments &amp; Networking</b>
11.00	<b>CONFERENCE PRESENTATION</b> <b>Addressing the Need for Consistent Ice Navigation Training</b> <ul style="list-style-type: none"> <li>Developing an industry wide standard</li> <li>Safety &amp; operational efficiency: A crew that is capable of taking on the arctic challenge</li> <li>ECDIS for arctic operations</li> </ul>
11.40	<b>"Interactive" ROUNDTABLE DISCUSSIONS</b> <b>Topics to be covered include:</b> <b>TABLE 1:</b> Ice surveys, meteorological and oceanographic data: What is available and up to date? <b>CHAIR:</b> Nick Hughes, Director, <b>Norwegian Ice Service</b>  <b>TABLE 2:</b> Life saving equipment: Appropriate standards & cost <b>CHAIR:</b> Wouter Deknopper, VP Of EMEA, Iridium Satellite  <b>TABLE 3:</b> Crew training from a risk management approach: Mitigating the human element in arctic conditions <b>CHAIR:</b>

12.40	<b>Lunch</b>
14.00	<b>Summary of Roundtable</b>
14.20	<b>CONFERENCE PRESENTATION</b> <b>Examining the Russian Initiative to Install Navigational Aids Along the NSR</b> <ul style="list-style-type: none"> <li>Development and functionality of the project</li> <li>Implementation, cost and reliability</li> <li>Use from a practical point of view</li> </ul> <b>Dr. Vitaly V. Klyuev, Deputy Director - Department of State Policy for Maritime and. River Transport, Ministry of Transport of the Russian Federation</b>
15.00	<b>CONFERENCE PRESENTATION</b> <b>Risk Management – Mitigating Risk: Surpassing the Lack of Salvage and S&amp;R by Building Self Supporting Vessels</b> <ul style="list-style-type: none"> <li>Addressing the lack of S&amp;R in the arctic region</li> <li>Avoiding a hefty bill in the case of an emergency</li> <li>Technical aspects and unique features</li> </ul>
15.40	<b>Afternoon Refreshments &amp; Networking</b>
16.00	<b>CONFERENCE PRESENTATION</b> <b>The Insurer's Point of View</b> <ul style="list-style-type: none"> <li>Is the insurance industry softening its stance with respect to arctic shipping?</li> <li>What will affect an insurer's decision?</li> <li>Hidden costs and pitfalls</li> </ul>
16.40	<b>Chairman's Summary</b>
16.50	<b>End of conference</b>





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## 5 EASY WAYS TO REGISTER

Tel: +48 61 646 9780 (Hubert Sosnowski)  
Fax: +44 20 7593 0071  
Email: [Hubert@acieu.net](mailto:Hubert@acieu.net)

Web: <http://www.acius.net>  
Mail: ACI Europe, 5/13 Great Suffolk Street, London, SE1 0NS

## TERMS AND CONDITIONS

### How to Register

Registrations must be received in writing or electronically at our secure web site. Please complete and mail or fax a copy of registration form with a cheque or credit card number. Fee includes program materials, continental breakfast, networking luncheon and refreshments.

### Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Co-ordinator at ACI Europe Ltd.

**Discounts are available for multiple/group bookings. Please call +44 207 981 2503 for more information**

### Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

### About ACI

ACI, a UK owned company, have been running successful conferences for the last 15 years in the USA. Headquartered in Chicago with offices all around the States, they run forums in varied fields and are market leaders in Healthcare business conferences. Opening their European head office at the end of 2005, they have expanded rapidly and are launching a series of events covering the maritime industry, energy, oil and gas.

### Venue:

Pestana Chelsea Bridge Hotel  
354 Queenstown Road,  
London,  
SW8 4AE  
Tel: +44 (0) 207 062 8000  
Email: [res.uk@pestana.com](mailto:res.uk@pestana.com)

The cost of accommodation is not included in the event fee.

Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

### Prices and Payment Information

Conference (Includes Documentation Packet)  
Documentation Packet

**30<sup>th</sup> & 31<sup>st</sup> of May 2012**

Copies of all conference proceedings

**£1,495 (+ VAT)**

£420 (inc. P&P)

### Documentation Packet Available

You can purchase the 3<sup>rd</sup> Polar Shipping Summit papers at just £420. Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

### Discounted Registrations

Members and customers of all supporting organisations are entitled to a 15% discount off their conference package.

For more information please call **+44 207 981 2503**

### MEDIA PARTNERS:

