



## **Bunker Industry experts confront the challenges of VLSFO 0.50%**

***Dispersing facts, unveiling myths  
and safeguarding ethics***

A Posidonia Web Forums Week Event

**Friday 30 October 2020, 15:00-16:15 EET (Greece)**

A casual discussion for better understanding of what is what in Bunkers today and common-sense advice. For Owners, Buyers, Technical, Accounting, P&I & Legal.

Organizer & Moderator:

**Irene Notias**, Managing Director/Sr. Bunker Broker, Prime's Bunkersplus Services

15:00 *Who's on first – Welcome and Introductory remarks about fuel procurement dynamics*

**Irene Notias**, Managing Director/Sr. Bunker Broker, Prime's Bunkersplus Services

15:10 *IMO2020 compliant fuel: Quality, Claims and Solutions – Tips, dos & don'ts*

**Chris Fisher**, Consultant Fuel Specialist, Marine Engineer, Brookes Bell LLP.

15:20 *Supplying Bunkers - off spec uncertainty & new product blends*

**Christian Kint**, CEO, Oilchart International NV (Physical Supply in ARA area)

15:30 Q&A

15:35 *Bunkering Suppliers Unity in Turkey*

**Mustafa Muhtaroglu**, CEO, Energy Petrol Shipping Trade & Industry INC.

15:40 *Bunkering in Panama*

**Nicolas Vukelja Duque**, CEO, Terramar Oil & Services

15:45 *Barging Licenses & Practices in Piraeus Port*

**Alexandra Gana**, Operations Manager, Ganmar Shipping

15:50 *Credit Management Paranoia & useful tips*

**Paul Millar**, Credit Director, Bunker Credit Management Ltd., Bomin Bunker Oil Corp.

16:00 *Education, Bunker Delivery Standards & Ethics*

**Nigel Draffin**, Bunkering issues Consultant, Board Member & Honorary Treasurer, IBIA

16:05 Panel Discussion

16:15 Closing Remarks

**Irene Notias**, Managing Director/Sr. Bunker Broker, Prime's Bunkerplus Services

## Organizer & Moderator:

- **Irene Notias**, Managing Director/Sr. Bunker Broker, Prime's Bunkersplus Services



Long time bunker broker, Irene Notias' mission is to help her clients sustain their businesses. She decided to gather colleagues who are in the position to share facts about the new compliant fuel and credit -- what makes it go round; with two comical scenes from Abbott & Costello's that contrast this presentation ("Who's on first" & "7 x 13"), educating and providing accurate information to clients, makes for better decision making & better results. A little comic twist always helps bring more understanding. It's "prime time" that we enforce a trust between suppliers and buyers. She has also created a non-for-profit organization named PROJECT CONNECT with

sustainability of the Greek Shipping Industry in mind by better preparing young adults' skills sets for productive employability & teaching them about seafaring thru an educational program called Adopt – a – Ship, now in Greek grade schools extra - curriculum.

## Speakers:

- **Chris Fisher**, Consultant Fuel Specialist, Marine Engineer, Brookes Bell LLP.



A fellow of The Institute of Marine Engineering, Science and Technology (IMarEST), Chris sailed as Chief Engineer for years, till he came ashore with Texaco in 1981; before moving into consultancy, he had also joined DNVPS and then the Inspectorate group as Director of their Northern European companies. In 2003 he started his own company Bunker Claims International Ltd which was taken over by Brookes Bell in 2011. He continues to publish, give lectures, attend workshops and provide consultancy services.

- **Christian Kint**, CEO, Oilchart International NV (Physical Supply in ARA area)



Christian Kint was born in Antwerp. He studied maritime law and logistics. He founded Oilchart International nv in 1982 and he is still the director.

After his studies he started his career as a shipping agent in Buenos Aires, where he was working for 3 years. After a most interesting time in Argentina he came back to Antwerp and worked for a few years for Cast, a container line between Antwerp and Montreal. He started out as a bunker broker before he became a fuels supplier.

Thirty-eight (38) years in this bunkering business, in good and bad times, is quite an experience which requires lots of flexibility.

- **Alexandra Gana**, Operations Manager, Ganmar Shipping



Alexandra Gana holds 4 University degrees in Maritime Studies. She worked in the UK for nearly a year in oil trading and freight forwarding then came to work for her family's shipping company where she remains until today as Operations Manager. In 2001 she achieved the Greek License of Shipping Agent for the port of Piraeus, Elefsis and Lavrio. Member of WISTA and HSSA.

- **Paul Millar**, Credit Director, Bunker Credit Management Ltd., Bomin Bunker Oil Corp.



Paul Millar began his career in maritime credit management in 1984 and then moved to MRC Business Information Group which later became Lloyd's MIU and then Lloyd's List Intelligence, as Intelligence Director. In 2009, he moved to Bomin to become Head of Credit. In 2020, he continues to provide credit management for Bomin Bunker Oil Corp through Bunker Credit Management Ltd.

## Special guests:

- **Mustafa Muhtaroglu**, CEO, Energy Petrol Shipping Trade & Industry INC.



Mustafa Muhtaroglu is in the bunker industry since 1986. Founder of the Turkish physical bunker supplier Energy Petrol. Elected to the Turkish Chamber of Shipping and IBIA council and board several times. Chairman for the Istanbul bunker conference 5 times and speaker at many industry events.

- **Nicolas Vukelja Duque**, CEO, Terramar Oil & Services



President of The Panama Maritime Chamber and starter of The Panama Bunkering Procedure Manual for local operations. CEO of Terramar, a bunkering and barge service company with over 10 years in Panama and co-owner of Universal Xpress Financial Services, a 3 years' company offering loans, leasing, factoring and other services.

- **Nigel Draffin**, Bunkering issues Consultant, Board Member & Honorary Treasurer, IBIA



Nigel Draffin served at sea with Shell from 1966 then coming ashore for many years before moving to bunker broking and then to Technical Manager. He has acted as a consultant on technical issues for over 22 years and is a supporting member of LMAA. He is a founder member of IBIA, the course director of the Petrosport bunkering courses and has written 12 books on Bunkering and Shipping.

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**Thank you for your confidence. We remain, at your service,**

**Irene Notias**

**Thanasis Theoharis**

**Teri Houhouli**

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