

# SHIP MANAGEMENT

I N T E R N A T I O N A L

CONFERENCE  
PARTNER  
The Nor-Shipping Conference  
Oslo, 12-15 June, 2007



# 1st

## International Ship Management Summit

Nor-Shipping 2007 - Wednesday June 13th, 2007 Thon Hotel Arena, Lillestrom, Norway

## Staying One Step Ahead of the Regulator

## Managing Today's Shipping in a Highly Regulated Marketplace

### Registration Hotline

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**Ship Management International is an official Conference Partner to this year's Nor-Shipping Week.**

Visit our stand **A1-10** or visit our website [www.shipmanagementinternational.com](http://www.shipmanagementinternational.com)



## WHY YOU SHOULD ATTEND

Today's shipping industry is the most regulated it has ever been. Layer upon layer of multilateral and unilateral regulations have compounded shipowners' operating costs to the extent that the options offered by the third party ship manager have become more attractive.

But why haven't the views of the practitioners been taken into account by the regulators as they lay down the rules which govern shipping's future?

This one-day Summit and Round Table Question Time will pit shipmanager with ship owner and shipping industry regulator in the search for answers to questions like:

**“What drives the regulator to regulate in the way he does?”**

**“What does the in-house manager and third party manager need to do to make its voice heard?”**

**“How can owners and managers work more closely together to ensure their role as influential stakeholder in today's shipping industry is guaranteed?”**

## PROGRAMME HIGHLIGHTS

- How crucial is unilateral regulation of the shipping industry and is it here to stay?
- How seriously do European and US regulators take into account the views of the practitioner when drawing up their legislation?
- What is on the regulator's mind when he considers both 'knee-jerk' and long-term regulation of the maritime sector?
- Are industry initiatives like TMSA and KPI sufficient to rid the shipping industry of its ills and get the regulators on side?
- The owners' perspective?
- How crucial a role are third party managers now playing in the development of the industry and are they being taken as seriously as they should be?

## SPONSORSHIP

Elaborate Communications has a variety of sponsorship opportunities attached to this event, giving your organisation invaluable contact with the delegate audience. Sponsorship packages can be tailored to meet your strategies, objectives and promotional budgets.

For further information please contact Jean Winfield on +44 (0) 1296 682051 or email her on [jwinfield@elabor8.co.uk](mailto:jwinfield@elabor8.co.uk)

## WHO WILL BE ATTENDING

- Shipowners, ship managers and their agents
- Regulators
- Maritime lawyers
- Classification societies
- Maritime administrators
- Flag States
- Port State Control Authorities
- Maritime Service industries

## Buy the conference papers

You can't beat being there but you don't have to miss out. All the papers will be available on CD for non-delegates at just £250 (£295 overseas). Simply tick the box on the booking form, send us your payment and your CD will be on its way to you after the meeting. For more information contact our conference team on **Tel: +44 (0) 1296 682051 or Fax: +44 (0) 1296 682156 or Email: [conference@elabor8.co.uk](mailto:conference@elabor8.co.uk)**

**To Register please fill out the form on the reverse of this brochure or contact our Conference Team**  
**TEL +44 (0)1296 682051 Fax +44 (0)1296 682156 Email [conference@elabor8.co.uk](mailto:conference@elabor8.co.uk)**

Alternatively you can download a registration form from our website: [www.shipmanagementinternational.com](http://www.shipmanagementinternational.com)

# SUMMIT SCHEDULE

WEDNESDAY 13th JUNE, 2007

Conference Chairman Dr. Peter Swift, *Managing Director of Intertanko*

08.30 Registration & Coffee sponsored by 

09.00 Welcome Address  
*SEAN MOLONEY, Editorial Director, Ship Management International*

09.15 Chairman's Introduction  
*DR. PETER SWIFT, Managing Director of Intertanko*

09.30 **KEYNOTE ADDRESS** *How Can An Effective Maritime Policy Benefit Europe and What Must The Shipping Industry Do To Ensure Its Voice Is Heard by the Regulators?* The European Legislator's Perspective.  
*JACQUES MICHAUX, Deputy Head of Unit at the European Commission's DG TREN*

10.00 **Is Hydra Listening**  
*DAVID WOOD, Partner at Gibson Dunn & Crutcher LLP, Brussels, and ex-antitrust lawyer at the European Commission's DG for Competition*

10.30 **Working with the Legislator: A Legal Perspective**

- How does US maritime policy work
- Legal pitfalls to be aware of
- New areas of potential regulatory clampdown
- Is there trust between the regulators and the industry?

*C. JONATHAN BENNER, Partner at Troutman Sanders LLP, Washington DC.*

11.00 Questions

11.15 Coffee sponsored by 

11.40 **Managing Today's Shipping in a Highly Regulated Market - A Third Party Manager's Perspective**

- Problems faced by owners and third party managers
- Dealing with the regulatory minefield: One regulatory environment versus another
- Self assessment: is it fully appreciated by the regulator?
- Improving trust between the industry and the regulator

*GEIR SEKKESAETER, President Barber Ship Management*

12.10 **Repositioning Self-Regulation Within An Activist Regulatory Environment - The View of Class**  
*WILLIAM J. SEMBER, President and COO, ABS Europe*

12.40 Questions

13.00 Lunch

14.00 **What do Ship Owners and Legislators Want from Today's Third party Manager**  
Juggling the needs of the owner and of the regulator

- Satisfying the commercial brief while striving for higher standards
- Raising the image within regulatory circles of the quality manager
- How can owners and managers work more closely together to ensure their role as key stakeholder in the shipping industry is appreciated

*ROBERTO GIORGI, President of V.Ships and BOB BISHOP, CEO of V.Ships Shipmanagement*

14.45 **The Changing Regulatory Needs of the Greek Shipping Market**

- How over-regulation of the shipping market is affecting Greek owners
- Balancing profitable vessel operation against the needs of the regulator and of the investor
- Levelling the playing field: will it happen?
- Does ever-increasing regulation of the Greek shipping market mean more opportunities for third party managers?

*STAMATIS MOLARIS, President and CEO of Quintana Maritime*

15.15 Afternoon Coffee sponsored by 

15.40 **QUESTION TIME**  
How Can Shipping Work Trustfully and Profitably with Today's Regulator?

*Panel Members*

*SEAN MOLONEY, Editorial Director Ship Management International Chairman and Moderator*

*JACQUES MICHAUX, Deputy Head of Unit European Commission's DG TREN*

*HARRY VAFIAS, President and CEO StealthGas*

*MARIELLA BOTTIGLIERI, Managing Director Giuseppe Bottiglieri*

*ALFONS GUINIER, Secretary General European Community Shipowners' Association (ECSA)*

*OLE STENE, Managing Director Aboitiz Jebsens and President of InterManager*

*ROBERTO GIORGI, President V.Ships*

*DAVID STERRETT, Managing Director ASP Ship Management Europe and Chairman of the Australian Shipowners Association*

*SYEIN SORLIE, Senior VP Wilh. Wilhelmsen Group and Chairman of the KPI Steering Committee*

17.25 Chairman's Closing Remarks

17.30 End of Summit



Dr. Peter Swift



Geir Sekkesaeter



Roberto Giorgi



Mariella Bottiglieri



Harry Vafias



Stamatias Molaris



Ole Stene



Jonathan Benner



Alfons Guinier



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The Nor-Shipping Conference  
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# 1st International Ship Management Summit

Wednesday June 13th 2007

## CONFERENCE REGISTRATION FORM

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Position .....

Company .....

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Please register ..... delegate place(s) (For more than one place, please send details separately)

### CONFERENCE FEES

**£499**

For multiple delegate places please contact us.

The registration fee covers the 1st International Ship Management Summit, refreshments, lunch, documentation and a CD Rom of conference speeches that will be made available after the event.

I am unable to attend and I would like to purchase a CD Rom of the conference speeches at **£250** (£295 overseas)

### PAYMENT OPTIONS

Pre-payment is required for entry to the conference

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