



**4th Chemical and
Product Tankers**
London 6–7 March 2012

**2012:
IPTA 25th
anniversary year**

Exhibition and Sponsorship Packages

naVigate
events

 **IPTA**
International Parcel
Tankers Association



BACKGROUND

The world's most important gathering of chemical and product tanker owners and operators takes place every year at the beginning of March in London. Now in its fourth year and run in close collaboration with the International Parcel Tanker Association (IPTA), the two day conference is designed to bring busy senior managers up to speed with anything which will have an impact on their ability to do business in this specialist tanker sector.

2012 will be IPTA's 25th anniversary and 6-7 March 2012 looks set to be an important date in the calendar for anyone involved in the ocean transportation of chemicals, ethanol, veg oils and refined products of petroleum.

TOPICS COVERED**Learning, networking & discussion**

Topics covered at the Chemical & Product Tankers Conference include analysis of the practical implications of the latest IMO **environmental and safety legislation**; detailed scrutiny of the **freight market, vessel earnings** and the **vessel orderbook**; discussion of the ongoing **piracy** situation and tanker **vetting**. A carefully selected group of leading experts in their fields are invited to give their insights into their areas of expertise resulting in a programme which delivers great value to the attendees.

Run by Navigate Events since 2009, the conference has grown year on year, and in 2011 was opened by the IMO Secretary General Efthimios Mitropoulos.

In 2012 the Chemical & Product Tankers Conference is scheduled to take place a couple of weeks after the February Marine Environment Protection Committee (MEPC) meeting at IMO. With a raft of **ballast water related** recommendations expected to arise from this meeting, the 2012 conference will have a strong focus on this area.

The conference takes place at the Tower Bridge Hilton Hotel, a four star hotel next to London Bridge station. We have an exhibition area situated next to the conference hall which is used for all breaks and an evening drinks reception. Networking is an important element of this conference and sponsors are given ample opportunity to meet and interact with the delegates.



IMO Secretary General Efthimios Mitropoulos opened the 2011 conference



Conference chairman Ian Finley



Over 150 senior attendees

All sponsors and exhibitors will have their logos featured on our campaign to the chemical and product tanker industry to sign up delegates. This includes:

Direct mail to x12,000 industry contacts

Regular emails to x15,000

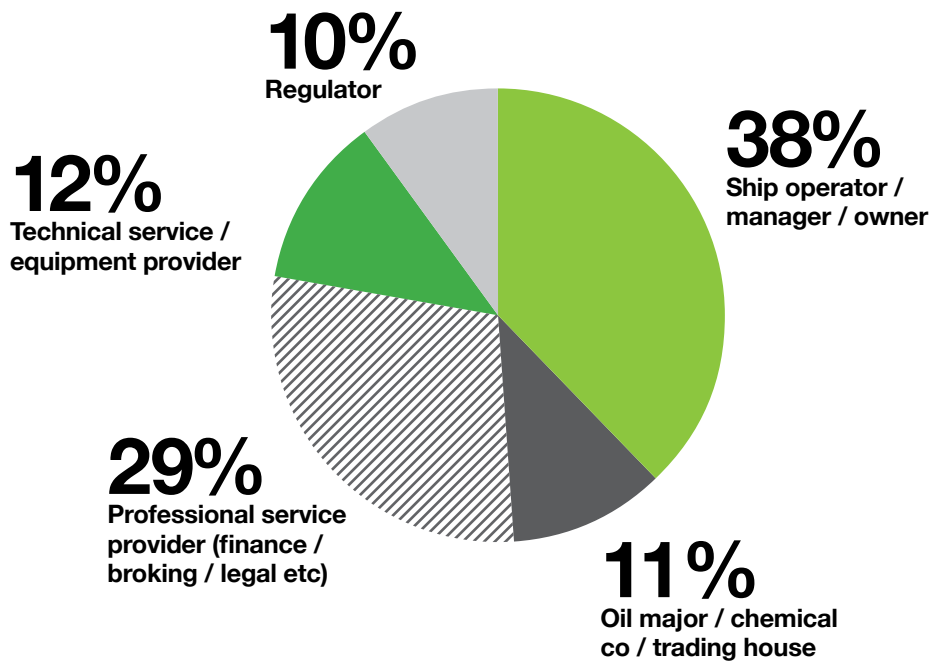
Advertising in trade press

Web traffic in 2011 event campaign generated 4500 unique visitors to www.navigateevents.com

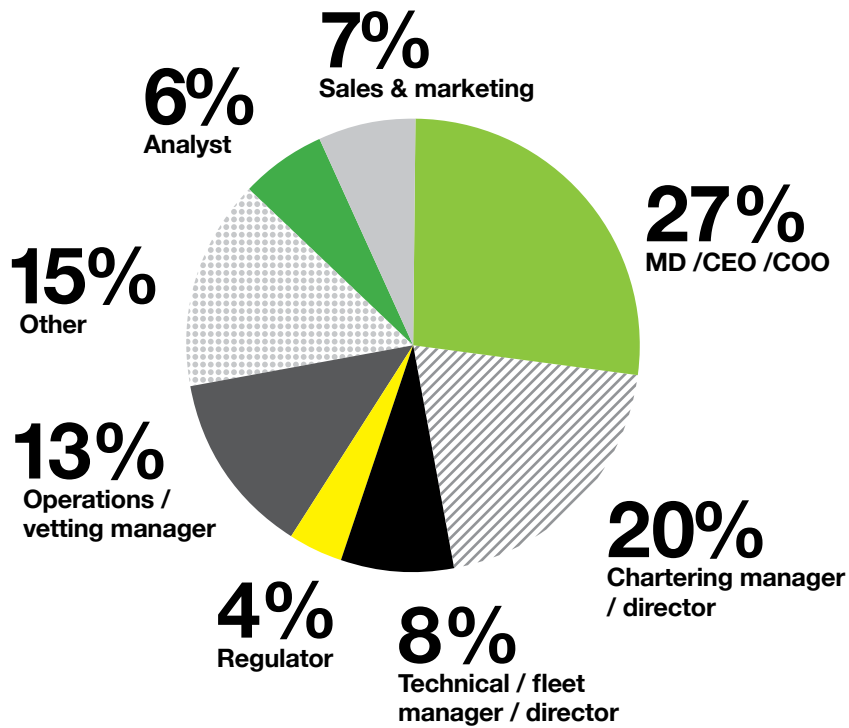
Check out a short film of the event at www.navigateevents.com/events.html

ABS
 ACM
 Advanced Polymer Coatings
 AET (UK)
 APC MarineLine
 Ardmore Shipping
 Atlas Chemical Tankers
 Bahamas Maritime Authority
 Bank of Ireland
 BASF
 Belships
 Bernard Schulte (Hellas)
 BGN Risk
 Bibby Line
 BLT Chembulk Group
 Botany Bay Shipping Company
 Braemar Seascope
 Bureau Veritas
 Cargill International
 Caterpillar Financial Services
 Chembulk Tankers
 Chemship
 Clarksons
 Clipper Tankers
 CMA Europe
 Concateno
 Cory Brothers Shipping Agency
 Damen Shipyards Bergum
 D'Amico Tankers UK
 Danish Maritime Authority
 Dantec
 DB Schenker
 De Poli Tankers
 Deutsche Shell Chemie
 Dorval Kaiun K K
 DSD Shipping
 DVB Bank
 Eastport Maritime
 Ecospec Marine Technology
 Eiger Shipping SA
 Emirates Ship Investment Company
 Empire Chemical Tanker Holdings
 Energy Argus
 Enria
 EUNAVFOR (Royal Navy)
 Euroceanica (UK)
 Eurofin International
 European Maritime Safety Agency
 ExxonMobil International Services
 Fairfield Chemical Carriers
 Frank Mohn
 GEBAB Treuhandverwaltung
 Germanischer Lloyd
 Graypen
 H Ismail Kaptanoglu Shipmanagement
 Halcyon Recruitment
 Hazardous Cargo Bulletin
 Heidmar Inc
 Hellespont Tankers
 Hemming Marine
 Histria Shipmanagement
 Holman Fenwick Willan
 Hudson Systems
 Ibex Denizcilik
 Ibex Maritime
 ICAP Shipping
 ICIS
 IHS Fairplay
 IINO UK
 IMO
 Inge Steensland
 International Chamber of Shipping
 International Paint AkzoNobel
 International Petroleum Industry
 Environmental Conservation Assoc
 ITOFF
 James Fisher Everard
 Jo Tankers
 John T. Essberger
 JSC Acron
 K Tankering Ship Management
 Knowsley SK
 Koch Fertilizer Trading
 Koyo Kaiun
 Krystallon
 Kuwait Petroleum Corporation
 KVH Europe A/S
 L&I Maritime
 Lankhorst Ropes
 Lauranne Shipping BV
 Laurin Maritime (America)
 LBC
 Lloyd's List
 LMC International
 Lomar
 Lorentzen & Stemoco
 Lotus Shipping Company
 Marintek
 Maritime & Underwater Security Consultants
 Marseille-Fos Port Authority
 Mediterranea di Navigazione
 Medmarine Holding
 Mega Chemicals Schiffahrt
 Milbros Systems
 Mitsui O.S.K. Lines
 MT Maritime Management
 Multiport Ship Agency Network
 NCAGS/NATO Shipping Centre
 Neste Oil
 Neste Shipping
 Netherlands Ministry of Infrastructure & Environment
 Nexus Consulting
 Nordic Tankers
 Norwegian Ministry of the Environment
 OCIMF
 Odfjell Tankers Europe
 Odin Marine Europe
 Panasia Marine
 PB Tankers
 Peninsula Petroleum
 Permanent Representative of the Cook Islands to the IMO
 Petrofina
 PricewaterhouseCoopers
 Qatar International Petroleum Marketing Company (Tasweeq)
 Reuters
 RG Hagland
 Richardson Lawrie Associates
 Seacove Shipping Partners
 Seatrans Chemical Tankers
 Shell Chemicals Europe
 Shell International Trading & Shipping
 Ship Equip
 Shipmanagement International
 Siba Ships Asia
 Skuld Germany
 Sovcomflot (UK)
 Spinnaker Consulting
 Statoil
 Stena Bulk London
 Stolt Nielsen Inter European Service
 Stolt Tankers
 Swedbank
 Tailwind (Europe)
 Tanker Operator
 Tanker Shipping and Trade
 The Baltic Magazine
 Tokyo Marine Europe
 Tradewinds
 Triton International
 Tufton Oceanic
 UN Office on Drugs and Crime (UNODC)
 Unicorn Tankers (Int)
 van Ameyde Marine
 Videotel
 Womar (UK)
 Womar Logistics Pte
 Yara

**“A unique opportunity to put your brand
 in front of the people that matter in the
 chemical and product tanker industry”**



2011 attendees by job title



Promote your company and its services by exhibiting at Chemical & Product Tankers 2012.

A very limited number of stands (3m x 2m) are available, giving each exhibitor the opportunity for quality time with the delegates during the registration, breaks, lunchtime and evening reception. In addition you will receive two pages in the event guide detailing your company's services. This guide is provided to each delegate.

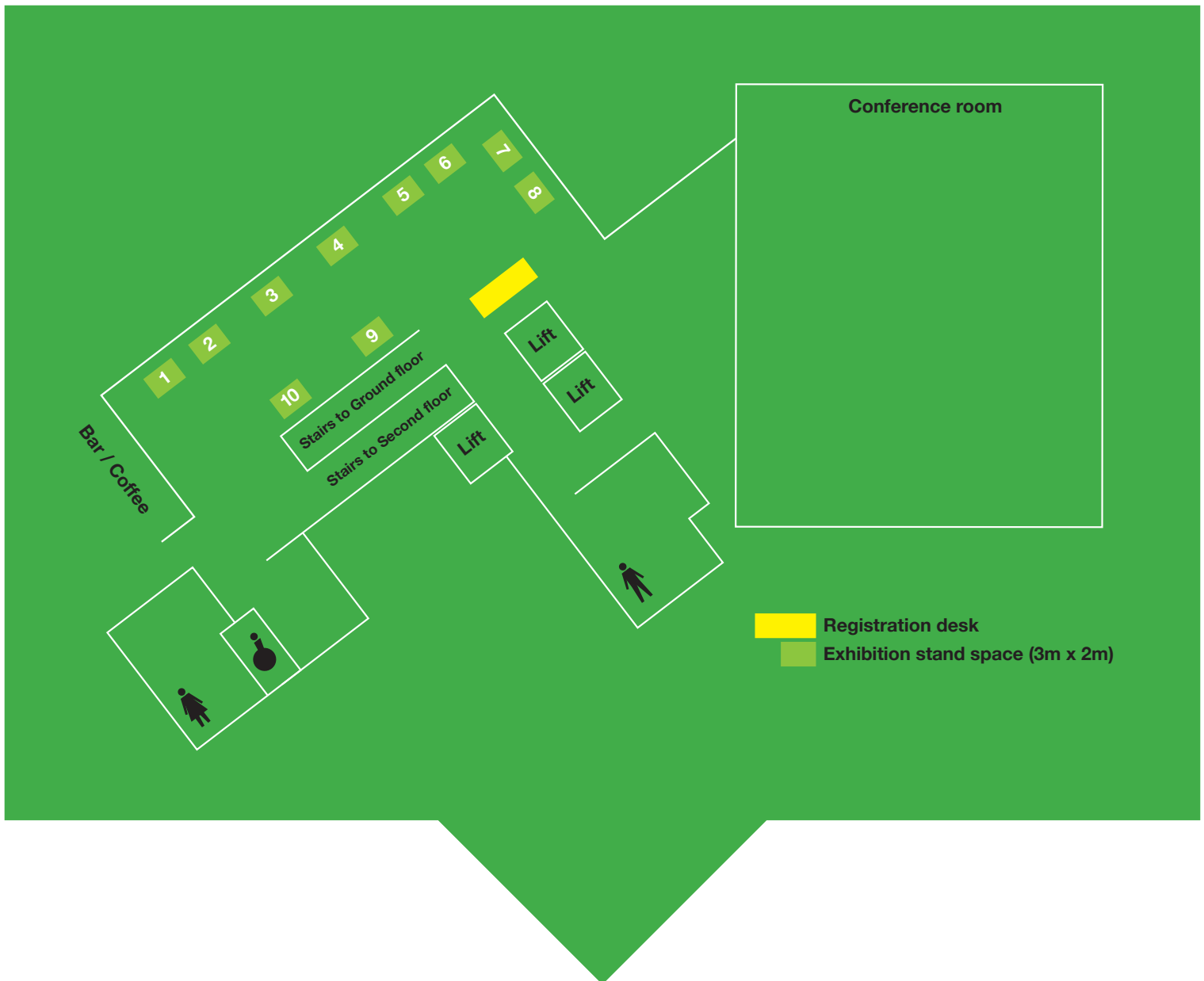
- > A full write up of each exhibitor is listed on our website which attracts circa 4500 unique visitors over a four month visitor campaign.
- > Exhibitor logos feature on promotional direct mail and email campaigns to the global tanker industry.
- > Exhibitor logos will be displayed in the conference room.
- > Each exhibitor is provided with two complimentary conference passes.

Contact Will Bixby to book your place today.

Tel: +44 (0)20 7369 1650

Email: wbixby@navigateevents.com

£2500



PRIMARY SPONSOR

Lead sponsorship package with highly visible logo placement and top billing on pre-event, at event and post event marketing material

£7500

RECEPTION

Sponsor the drinks reception on the evening of day one. Wine, canapes and soft drinks.

£2850

LUNCHES

Promote your brand by sponsoring the two lunches.

£3000

EXHIBITION

Take an exhibition stand and showcase your company's services. See previous page for full details.

£2500

DELEGATE BAGS

Display your company logo on our quality delegate bags as well as across the event.

£2450

Bespoke opportunities are available such as sponsoring pens, notepads and coffee mugs. We can also tailor any of our packages to suit your individual requirements and budget.

Use the Chemical & Product Tanker 2012 conference as a platform to promote your services to this niche sector. Contact Will Bixby today.

Tel: +44 (0)20 7369 1650

Email: wbixby@navigateevents.com

About the organisers**NAVIGATE EVENTS**

Navigate Events is an organiser of high level international conferences for the shipping and logistics industries. Based at the Baltic Exchange in the heart of maritime London, we pride ourselves on delivering thought provoking events which provide our delegates with real information and insight as well as business opportunities.

Navigate Events is run by industry insiders who understand what makes an interesting conference. No sales pitches. No fluff. Just high quality presentations and high quality networking. We believe in offering our delegates value for money. All our conferences are held at high quality venues and include plenty of networking opportunities.

www.navigateevents.com

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the Baltic Exchange,
38 St Mary Axe,
London EC3A 8BH

IPTA

IPTA was formed in 1987 by a number of like-minded independent parcel tanker operators who felt that the time had come for this sector of the shipping industry to have specialist representation in the various fora that influence their business. It has since developed into an established representative body for ship owners operating IMO classified chemical and product tankers and is recognised as a focal point through which regulatory authorities, charterers and trade organisations may liaise with such owners.

www.ipta.org.uk

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