



# ASBA

ASSOCIATION OF SHIP BROKERS & AGENTS (USA) INC.

# CARGO CONFERENCE

EDEN ROC HOTEL IN MIAMI BEACH, FLORIDA

SEPTEMBER 28-30, 2016

*What's On The Horizon?*

Tanker, Dry Cargo and Future Market Trends



PROGRAM SPONSOR:





## Golf Outing

Wednesday, September 28, Shotgun start 1 PM

Miami Beach Golf Club, 2301 Alton Road

USD 185. Box lunch included.

Golf club rentals available at USD 65

Prizes sponsored by **Norton Lilly International**

Cocktails sponsored by **L&R Midland, Inc.**



## Welcome Reception

Wednesday, September 28, 7:30 - 10:00 PM

Eden Roc Ocean Tower 1

Sponsored by

**Glander International Bunkering**

**Inchcape Shipping Services**

**Port of Pensacola**

**Q88**

**Transmarine Navigation Corporation**

**Valls Ship Agencies, LP**

## Dinner Cruise

Thursday, September 29, 6:30 - 10:00 PM

Tour the Intercoastal aboard the luxurious **Biscayne Lady** yacht. *Space is limited - Reservations required.*

Sponsored by

**Blue Water Shipping Company**

**Chinsay**

**L&R Midland, Inc.**

**Moran Shipping Agencies**

**Navig8 Americas**

**Nord-Sud Shipping Agencies**



### CONFERENCE SPONSORS

**Baydelta Maritime** – Thumb Drives

**Foss Maritime Company** – Note Pads

**Maritime Endeavors Co. Ltd.** – Pens

**T. Parker Host, Inc.** – Lanyards

### MEDIA SPONSORS

**IHS Maritime Fairplay**

**Professional Mariner**

**The Maritime Executive**

**Tradewinds**

### PROGRAM SPONSOR

**d'Amico Group**



8:00 - 9:00 AM **Registration**  
*Sponsored by Monjasa, Inc.*

**Breakfast**  
*Sponsored by Poten & Partners, Inc.*

9:00 - 9:10 AM **Welcome Address**  
**Jeanne Cardona**  
Executive Director of ASBA

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**TANKER PANEL**

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9:10 - 9:50 AM **The Tanker Market In Review**  
**Jason P. Klopfer**, Chief Operating Officer  
Navig8 Product Tankers, Inc., and  
Commercial Director, Navig8 Americas  
**Chemicals: Michael McCormick**  
Senior Vice President Global Operations  
Chembulk Tankers  
**Suezmax: Robin Heath**  
Chartering Manager  
Diamond S Management LLC

9:50 - 10:10 AM **Advancements In Shipping Logistics**  
**Joshua Shapiro**, Chief Operating Officer  
Liberty Maritime Corporation

10:10 - 10:20 AM **Questions**

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**DISCUSSION PANEL**

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10:20 - 11:00 AM **Maritime Services  
Supply Chain Partnerships**  
Moderator: **Jeanne Cardona**  
Executive Director of ASBA

**Rhoda Voth**  
General Manager North America  
Saga Welco AS

**Eric LaRosee**  
Ethanol Tanker Trader  
Louis Dreyfus Company, LLC

**Gilbert Landy**  
Manager of Freight  
and Derivatives Trading  
Pasternak, Baum & Co., Inc.

11:00 - 11:10 AM **Questions**

11:10 - 11:30 AM **Coffee Break**  
*Sponsored by Chembulk Tankers*



STRATEGIC TOPICS PANEL

11:30 - 12:30 PM **Concentrates**  
**Alfonso Simpson**, Managing Director  
 Aqua International

**Petcoke**  
**Ben Ziesmer, PE**, Senior Consultant  
 Petroleum, Chemicals and Energy Practice  
 Jacobs Consultancy

**Rice**  
**Ashish Mathur**, Vice President  
 ADM Rice, Inc.

**Steel Raw Materials**  
**David Hodory**, VP Marketing &  
 Communications Brokerage and Services  
 The David J. Joseph Company

12:30 - 12:40 PM **Questions**

1:00 - 3:00 PM **Lunch - Keynote Speaker**  
**Gary Vogel**, Chief Executive Officer  
 Eagle Bulk Shipping, Inc.



Sponsored by **Crescent Towing**

6:30 - 10:00 PM **Dinner Cruise** *Biscayne Lady* yacht  
 Boarding at 6:30 PM  
*Space is limited - Reservations required.*

8:00 - 9:00 AM **Breakfast**  
 Sponsored by **Selinger Group**

A LOOK TO THE FUTURE

9:00 - 9:25 AM **Legal Issues, Brokers and Agents**  
**Peter Skoufalos**, Member  
 Brown Gavalas and Fromm

9:25 - 9:50 AM **Counter Party Risk**  
**Jan-Willem van den Dijssel**  
 Americas Lead  
 Cargill Ocean Transportation

9:50 - 10:15 AM **Shipping Finance**  
**Christoph Clauss**  
 Senior Vice President  
 Shipping Finance Americas  
 DVB Transport (US) LLC

10:15 - 10:40 AM **Market Trends**  
**Dr. Arlie Sterling**, President  
 Marsoft, Incorporated

10:40 - 11:00 AM **Questions**

11:00 - 11:20 AM **Closing Speaker**  
**Chris Young**  
 Dietze & Associates, LLC  
 President ASBA



11:20 - 11:30 AM **Evaluation**





# What's On The Horizon?

## ASBA 2016 Annual Cargo Conference

ASBA will return to the Eden Roc in Miami Beach, Florida for our 14th Annual Cargo Conference. We have again booked rooms in the spectacular Ocean Tower. Our meet & greet opening reception hosted on September 28 and our September 29 dinner cruise up the Intercoastal on the luxurious *Biscayne Lady* yacht are designed to give our delegates the opportunity to get to know each other in casual surroundings.

We have gathered an excellent group of speakers who will address the question, "What's On the Horizon?" They will share their views on market trends in both the tanker and dry cargo trades. Delegates will enjoy presentations on strategic cargoes that include Petcoke, Steel Raw Materials, Concentrates and Rice. This year's discussion panel will explore Maritime Service Providers – Supply Chain Partnerships. The Friday morning panel, providing the latest on Legal Issues faced by shipbrokers and agents, Counter Party Risk, and Market Trends, should prove timely and informative.

We look forward to seeing you in Miami!



## V E N U E

### Eden Roc Resort

4525 Collins Avenue  
Miami Beach, FL 33140  
www.edenrocmiami.com  
305-531-0000

## F E E S

### ASBA Members

**USD 1,195** (Includes two nights single/double occupancy at the EDEN ROC)

**USD 995** – Conference Only

### Non-Members

**USD 1,495** (Includes two nights single/double occupancy at the EDEN ROC)

**USD 1,195** – Conference Only

## R E G I S T R A T I O N

*To sign up, please complete and return the enclosed registration form to:*

Association of Ship Brokers  
& Agents (USA) Inc.

510 Sylvan Avenue, Suite 201  
Englewood Cliffs, NJ 07632 USA

Tel: 201-569-2882 • Fax: 201-569-9082  
asba@asba.org • www.asba.org

**IMPORTANT:** To avoid disappointment, best to register by Friday, September 2, 2016.

Cancellations made prior to September 2, 2016 will receive half refund, while there will be no refund for later cancellation or non-appearance. Substitutions can be made at any time at no additional cost.

ASBA reserves the right to cancel the Conference in case of insufficient advance registration.



## ASBA'S MARITIME EDUCATION COURSES AND SEMINARS

ASBA offers distance learning courses and live seminars designed to give participants in the maritime field a broad and comprehensive understanding of sectors of the industry.

### Home Study Course:

**Basic Principles of Chartering** - Available throughout the year

### Distance Learning Courses:

**Commercial Trade Transactions** – November 17, 2017

**Shipbroking & Chartered Vessel Operations** – February 2017

**Maritime Law** – March 2017

### Live Seminars

Our live seminars are either one or two days in length and offered on a scheduled basis in maritime cities across the United States.

#### Business of Shipping I

October 13/14, Portland, OR

#### Business of Shipping II (Charter Party Problems)

October 27/28, Stamford, CT and November 14/15, Houston, TX

**Marine Insurance** – December 5/6, Houston, TX

# CARGO CONFERENCE

## Snapshot of the Schedule

### Thursday – September 28

- 8:00–9:00 Registration & Breakfast
- 9:10–10:20 Tanker Panel
- 10:20–11:00 Panel Discussion
- 11:10–11:30 Coffee Break
- 11:30–12:40 Strategic Cargoes Panel
- 1:00–3:00 Lunch with Keynote Speaker
- 6:30–10:00 Dinner Cruise

### Friday – September 29

- 8:00–9:00 Breakfast
- 9:00–11:00 Look to the Future Panel
- 11:00–11:30 Closing and Evaluation



## The Association of Ship Brokers and Agents (USA) Inc.

ASBA is an independent membership trade association, established in 1934 that brings together member Ship Brokers, Agents and Affiliates with offices in the United States and Canada.

ASBA advances and fosters the ideals and standards of professional conduct and practices and is a medium through which members with common interests can network.

#### ASBA Members

- Ship Brokers (Dry Cargo, Tanker, and Sale & Purchase)
- ASBA Certified Agents
- Affiliate Members (Companies whose business regularly interfaces with our members)

#### Benefits of Membership

- Network via ASBA Sponsored Social Events
- Enjoy discounted rates for all ASBA Events, Conference, Courses and Seminars
- Stay Connected with members through member-only emails, ASBA News and website
- Get involved by serving on the standing or ad-hoc committees of the Association

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