



ASBA
ASSOCIATION OF SHIP BROKERS & AGENTS (USA) INC.

CARGO CONFERENCE

EDEN ROC HOTEL IN MIAMI BEACH, FLORIDA

SEPTEMBER 26-28, 2018

What's On The Horizon?
Tanker, Dry Cargo and Future Market Trends

www.asba.org

PROGRAM SPONSOR:



Golf Outing

Wednesday, September 26, Shotgun start 1 PM

Miami Beach Golf Club, 2301 Alton Road

USD 185. Box lunch included.

Golf club rentals available at USD 70

Prizes sponsored by **Host Agencies**

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



Welcome Reception

Wednesday, September 26, 7:30 - 10:00 PM

Eden Roc

Delegates and paid partners only.

Sponsors

BRS USA LLC

DS Norden

Moran Shipping Agencies

Port of Pensacola

Sea Horse Shipping

Transmarine Navigation Corporation

Dinner Cruise

Thursday, September 27 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.

Navig8 Americas

Nord-Sud Shipping, Inc.

Norton Lilly International



CONFERENCE SPONSORS

Baydelta Maritime - WHOVA App

Foss Maritime Company - Note Pads

Glander International Bunkering - Lanyards

Inchcape Shipping Services - Thumb Drives

Maritime Endeavors Shipping Co. Ltd. - Pens

MEDIA SPONSORS

The Maritime Executive

TradeWinds

IHS Markit

Professional Mariner

THURSDAY SEPTEMBER 27

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

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

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



TANKER DISCUSSION PANEL

9:10–10:40AM **Tanker Market and IMO 2020 Sulfur Emissions**

Panelists:
Jason P. Klopfer
Managing Director
Navig8 Americas
RJ Lyons
President, Mjolner Integrated
Derek Solon, Vice President
Chief Commercial Officer
International Seaways, Inc.
Rasmus Jacobsen
Managing Director
Monjasa Americas

10:40–10:50AM **Questions**



DISCUSSION PANEL

10:50–11:30AM **Ship Master Dilemma**

Moderator: **Mark Lincoln**
Chartering Manager
Santana Maritime Services, Inc.

Panelists:
Jim Papp, President
Transmarine Navigation Corp.
Marcos Souza, Vice President
Dry Cargo Operations
MTMM/SBC
Mira Saarikko
Marine Operations Coordinator
Ocean Transportation
Cargill Ocean Transportation U.S.A.
Capt. Mohan Muppidi, Sr.
Senior Vice President
Fleet Management USA

11:30–11:40AM **Questions**

11:40–12:00PM **Coffee Break**

*Sponsored by **DIABOS–JM Baxi Group***

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

LOOK TO THE FUTURE

9:00 – 9:25AM **Panama Canal Transit Booking System**
Joe Walden – President
Norton Lilly Int'l (Panama) S.A.

9:25 – 9:50AM **Ship Finance**
Rajbir Talwar, Director Shipping Americas
ABN AMRO Holdings USA LLC

9:50-10:15AM **P&I Update**
Ian Duthie, Director (Americas)
The North of England Insurance Services, Inc.

10:15-10:45AM **Market Trends**
Dr. Arlie Sterling, President
Marsoft Incorporated

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

11:00-11:20AM **Closing Speaker**
Paul Hirtle, N.W. Johnsen & Co.
President of ASBA



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

STRATEGIC TOPICS PANEL

12:00-1:15PM **Construction Materials**
Charles Zeynel –President
Zag International

Coal
Jack Porco – Partner, Xcoal

Soyabean Meal
Kishan Shenoy – Vice President
International Merchandising
Perdue AgriBusiness

Scrap
David Hodory, V.P., Marketing &
Communication Brokerage & Services
DJJ – A NUCOR Company

1:15-1:30PM **Questions**

1:30-3:00 pm **Lunch - Keynote Speaker**
Cameron Mackey
Chief Operating Officer
Scorpio Group

Sponsored by Crescent Towing



6:30-10:00 PM **Biscayne Lady Yacht ~ Dinner Cruise**



What's On The Horizon?

ASBA 2018 Annual Cargo Conference

ASBA will return to the Eden Roc in Miami Beach, Florida for our 16th Annual Cargo Conference. We have again booked rooms in the newly renovated Ocean Tower. Our meet & greet opening reception hosted on Sept. 26th and our Sept. 27th 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 Coal, Soyabean Meal, Scrap and Construction Materials. This year's Tanker discussion panel will highlight the IMO 2020 Sulfur Emissions issue. This panel is comprised of key industry principals. The Ship Master Dilemma discussion panel will explore the challenges and pressures faced by the Master. The Friday morning panel, providing the latest on Ship Finance, P&I, Panama Canal Booking System and Industry Market Trends, should prove timely and informative.

We look forward to seeing you in Miami!



VENUE

Eden Roc Resort

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

F E E S

ASBA Members

USD 1,395 (Includes two nights single/double occupancy at the EDEN ROC)

USD 1,095 - Conference Only

Non-Members

USD 1,595 (Includes two nights single/double occupancy at the EDEN ROC)

USD 1,295 - Conference Only

O P T I O N A L E V E N T S

Opening Reception & Dinner Cruise

Per accompanying guest - USD 425
(Spouse or significant other)

Golf Outing - USD 185

Wednesday, September 26, 2018
Miami Beach Golf Club
Box lunch included.

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

IMPORTANT: To avoid disappointment, best to register by Friday, August 24, 2018.

Cancellations made prior to August 24th 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 further cost.

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



CARGO CONFERENCE

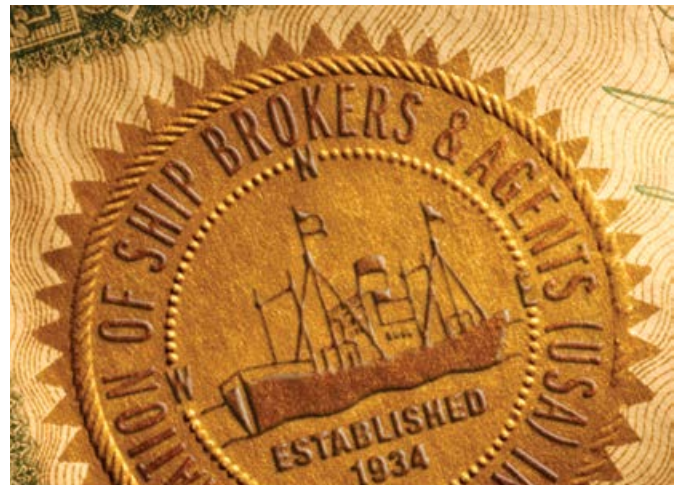
Snapshot of the Schedule

Thursday – September 27

- 8:00 – 9:00 Registration & Breakfast
- 9:10 – 10:40 Tanker Discussion Panel & IMO 2020 Sulphur Emissions
- 10:50 – 11:30 Ship Master Dilemma Discussion Panel
- 11:40 – 12:00 Coffee Break
- 12:00 – 1:15 Strategic Cargoes Panel
- 1:30 – 3:00 Lunch with Keynote Speaker
- 6:30 – 10:00 Dinner Cruise

Friday – September 28

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



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:

- NEW – **Online Agency Seminar** – November 5, 2018
- Commercial Trade Transactions** – November 5, 2018
- Shipbroking & Chartered Vessel Operations** – February 2019
- Maritime Law** – March 2019

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 Intensive II (Charter Party Problems)
Dec. 6/7, Stamford

Business of Shipping Intensive I
Sept. 20/21, Stamford & Oct. 15/16, Houston



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

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