

# TANKER Operator

## Media planning guide and editorial calendar

# 2022

Helping the Tanker Operator industry solve problems since 2002



### **2022 is shaping up to be yet another highly complex year for tanker operators.**

The commercial challenges will continue. Tanker operators will be continuously looking for ways to better manage costs without impacting on safety.

It is the year for companies to finalise their strategy for decarbonisation, with CII reporting requirements starting from Jan 2023. They have a choice of possible investments they can make in shipboard equipment and systems to reduce fuel consumption and emissions. There are many related products and services such as high performance coatings and vessel performance management tools.

Tanker operators are also continuing to invest in scrubbers, ballast water systems, improved communication systems, competency management systems, improved pumps and other cargo handling equipment, as they push to meet regulatory and charterer requirements. They are also spending more on facilities for crew, prompted by a mix of increased awareness of seafarer mental health challenges and difficulties recruiting the best crew.

Tanker operators are planning for an era where they will need to use new fuels, which will also bring a new for new equipment.

The Oil Companies International Maritime Forum is increasing its projects with the tanker industry in particular to find ways to better support human factors, or in other words develop systems which are more supportive of better working and ways to quickly identify and rectify errors.

If you are company supplying the tanker sector, 2022 could be a good year, and Tanker Operator magazine offers the best means we can think of, to reach your audience.

Our core product is our print magazine, but we also distribute this widely on pdf, including all advertising. The print magazine has holding power as people keep it on their desks until they have read it thoroughly, or in company libraries, and the pdf magazine has long term impact, with our full archive available for free download on our website.

We also have our weekly newsletter and website all offering advertising opportunities.

We anticipate re-starting our face to face events in 2022, in Athens and Hamburg, which provide further opportunities.

Further detail about Tanker Operator, how it works and what we offer, is contained in this media guide.

### **PRINT & ONLINE ADVERTISING AND EVENT SPONSORSHIP & EXHIBITIONS**

Contact David Jeffries

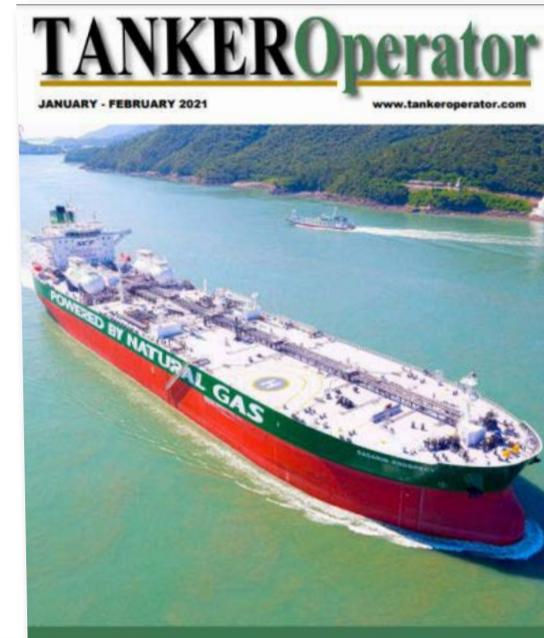
e: [djeffries@tankeroperator.com](mailto:djeffries@tankeroperator.com)

t: +44 208 150 5293

## Print advertising, banner advertising or event sponsorship? Here are the advantages of each marketing vehicle as we see it:

- Print / pdf advertising - large printed (or pdf) page to demonstrate what your company offers in full colour. Clients are probably in a more relaxed and absorbing mindset when reading a magazine than reading e-mail. Print advertising can have a long shelf-life, if magazines are passed around a company, kept in a library, or people download pdfs long after initial publication.
- Banner advertising (on website or newsletter) - fast results - book an ad on Monday, it can go online on Monday, to our global audience.
- Event sponsorship - get a physical connection with your customer, build on your promotional efforts with personal conversation, associate your brand with an exciting conference, gain additional marketing exposure from event publicity, know exactly who is in the room, choose an event that attracts an audience which closely matches your target customers, make product demonstrations at your stand, (in certain circumstances) present your company's services as part of a 30 minute speaker slot.

The next few pages will explain our offerings in more detail.



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MANAGEMENT	TECHNICAL
02 ■ How Steve Walsh makes decisions and why - Steve Walsh is getting big money behind decarbonisation with an agreement to build 2 methanol tankers, and a concept plan for a new type of vessel, the battery ship	13 ■ How BIMB manages vessel performance - developing the right management system, and using good understanding of individual vessels
04 ■ OK IMF - The OKI Companies International Maritime Union (OKI), Merck and Agrol revolutionise the fuel system on human factors, IMO 7.6, piracy in the Gulf of Guinea, and more	15 ■ Advice about crew engaging on ships - from David Colwell
06 ■ BIMB signed a year contract for 8 LNG fuelled vessels - at a cost more than doubling the vessel build with VLCC's Head of Maritime Richard Leigh. How explained	16 ■ Maritime catering - going back to the basics - Many vessels have poor health for reasons which may be related to catering
08 ■ Update on maritime piracy risks	18 ■ Comments about ship power. Both - if engines are decarbonised to meet emission requirements, managers may see how the power they need is about twice
09 ■ Are offshore loading requirements keeping up with new shipboard technology?	20 ■ Yukubanki Propeller acquires Bunker Master
11 ■ The near-term risk landscape is changing in multiple ways - much of a driver is Covid and environmental issues, and also cybersecurity	21 ■ Can fuel gas systems be included in decarbonisation drivers?
	23 ■ Managing cyber risks of ESDS
	25 ■ Fibres in ballast water systems - they may not be a legal requirement, but they may prove very helpful, particularly of the need for ballast water in reverse osmosis

Carbon regulations on existing ships: means for tankers

**TANKER Operator**  
LOW MAINTENANCE PROPELLER SHAFT BEARINGS  
MEAN REDUCED OPERATING COSTS FOR VESSEL OWNERS  
A COMFAC Seawater Lubricated Bearing System saves money and eliminates oil  
**THORDON**  
Weekly newsletter - May 27, 2021

**World's first liquefied-hydrogen carrier unveiled**  
Kawasaki Heavy Industries is leading the race to transport what some say is the eco fuel of the future.

**Switzerland and Nigeria sign an agreement for the release of San Padre Pio**  
The FDA and the Federal Ministry of Justice of Nigeria have signed an agreement under which Nigeria will immediately release the ship San Padre Pio.

**Rogue tanker fails to slip through Malaysia's Enforcement net**  
Maritime authorities have foiled an attempt by a "fugitive" tanker to slip past them by navigating the Strait of Malacca under the cover of darkness.

**Collapsed Singapore oil trader founder appeals \$20 million order**  
Lim Don Kuin, founder of collapsed Singapore oil trader Hin Leong Trading (Pte.) Ltd, appeals court order to return funds family took out of unit just before filing for protection last year.

**Poten's Weekly Opinion: Changing Tides**  
How is the tanker market going to deal with Net Zero?

**Our print magazine, Tanker Operator, is published 7 times a year, and mailed to people from tanker companies who have requested to receive it in the past 2 years, past conference delegates, paying subscribers, and a small sample to our advertisers.**

Here is a sample list of companies who have employees who have requested, and receive, regular copies:

## **AFRICA**

**Algeria** - SONATRACH; Egypt, EGPC, Seabird-Marine; Ghana, Bereg Enterprise, Uniship Ghana Limited

**Nigeria** - BW Offshore Nigeria Ltd, Elcrest E & P Limited, Emadeb Energy Services, ExxonMobil, Homeland Integrated Offshore Services Limited, NAOC Ltd

**South Africa** - Total South Africa

Togo - Togo Oil & Marine

## **ASIA PACIFIC**

**Bangladesh** - AET Shipmanagement (S) PTE Ltd, Al-Ihsan Maritime, Bangladesh Shipping Corporation, BSC, Hapax shipping Lines, Victory Shipping & Logistics Ltd

**China** - COSCO Shipping, Empresa Nacional del Petroleo ENAP, Jisung, Link Marine Ltd

**Hong Kong** - AngloEastern Ship Management Ltd, Cyrus, Fairmont Shipping, Landbridge Ship Management (HK) Limited, OOCL

**India** - APL, Arya Offshore Services, ASM maritime BV, B W, Bahri Tankers, Bhang,

Bibby, Bulklogix, Cochin Shipyard, Damico, Diamond S Management LLC, Dockendale Ship Management, Dongfang Glory, Dyn tanker, Dynacom, Eaglestar shipmanagement, Eastern Pacific Shipping, Emarat Maritime Dubai LLC, Equator Maritime Pvt Ltd, Esm, Essar Shipping Ports & Logistics, Executive Ship Management Pte Ltd., Fleet Management, GESCO, great eastern shipping, HOSH Ship Management, IMU Kochi, Indo Ocean Maritime, Interocean shipping company, Jise, JSW Infrastructure Ltd, K Line Ship Management, KOTC, Marlow Navigation, Marlow Navigation India Pvt Ltd, Meridian Marine Management, Mideast, MM Cargo Gear And Marine Services Pvt Ltd, MMS CO.,LTD. Tokyo, MMSI, MSI, Navigate Ship Management, New Shipping Kaisha Ltd, Northern Marine Management, Nortrans, Oldendorff carriers, Omni Offshore Terminals Pte Ltd, Orion, OSM Ship Management - Norway, Prudent Marine Services, Sai Chandhok Group, Sanmar Shipping, SCI Ltd, Scorpio Marine Management, Sealandia crew management ltd, Sethumadhavan Rajasekar, Seven Island Shipping, Shan ship management, Suntech Ship Management Pvt Ltd, Synergy marine group, Tanker Pacific Management, Tanker ship management, The Great Eastern Shipping Co Ltd, TME, Tolani shipping, Transocean Agency, Univan Ship Management Ltd., V R Maritime Pvt Ltd, V ship india, Vels, Wallem, Westline Ship Management Pvt Ltd, Westline shipping, Wilhelmsen Transpetrol, WSM

**Indonesia** - Pertamina Patraniaga, PT, PT Buana Lintas Lautan Tbk, PT Hayumi Seiko Maru, PT. Anggaraksa Adisarana, TBNP

**Japan** - Itochu Petroleum Singapore Tokyo Branch, MC SHIPPING LTD, Techno commerce intl co ltd, Uyeno Transtech Ltd

**Korea** - Daehan shipbuilding CO, Jade Ocean Marine, Korea Shipmanagers co ltd, SK Shipping

**Malaysia** - BASF, EA TECHNIQUE Berhad, ETD MARITIME PTE LTD, LALSHIP Sdn Bhd, MISC, Optic Marine

**Myanmar** - ASP SHIPPING MANAGEMENT, CASTLE OIL LTD.

**Pakistan** - PNSC, Zulekha Maritime and Transport

**Philippines** - Islas Tankers SeaTransport Corporation, Petrolift Inc., Solvang ASA, Status Maritime Corporation, stolt nielsen transportation group, Eastern Pacific Shipping Pte. Ltd., STOC

**Singapore** - ACKM Pte Ltd, AET Tankers, Airiz Pte Ltd, AngloEastern Ship Mgmt Singapore, APL Singapore, Asian Eternal Shipping Pte Ltd, Asiatic Lloyd Shipmanagement LLP, BP Shipping, BW Pacific Pte Ltd, BW Tankers,

CCI Asia Holdings Co Pte Ltd, Chevron, ConocoPhillips, Diamond Anglo, DSMPL, Equinor Asia Pacific Pte Ltd, ExxonMobil Chemical, Fairfield Chemical Carriers Singapore, Goodwood Ship management, Green Wave Shipping(Koyo Kaiun), Hafnia Pte. Ltd., Integrated Maritime Management, KK Maritime Pte Ltd, MSI Ship Management Pte Ltd, Norient Product Pool, Norstar Shipmanagement Pte. Ltd., NYK Bulkship Asia Pte Ltd, Ocean Tankers Pte Ltd, Pacific Radiance Limited, Platinum Ship Management , Sukhpal Maritime Transport, Tag Logistics Management Sdn Bhd, Thome ship management, Unix Line Pte Ltd, Yujin Chartering Pte Ltd

**Sri Lanka** – NOL, Nord

**Taiwan** - SIMOSA Shipping (Taiwan) Co., Ltd., Universal

**Thailand** - Jettanathip petroleum, PTT PLC, Smooth Sea Co.,Ltd.

**Tonga** – Dymo

**Vietnam** - PetroVietNam Oil Corporation – JSC, Long Hung shipping, Prime Shipping Corporation

## EUROPE

**Belgium** - CPChem, Euronav, Exmar Marine nv, Fluvia Tanker Chartering NV, Yorglobe TM

**Bulgaria** - Awilco LNG, OSMC, Thome

**Croatia** - Tankerska Next Generation, Torm A/S

**Cyprus** - Columbia Ship Management, Hanseatic Chartering Ltd, Interorient Ship

Management, OPTIMUM SHIP SERVICES, United Product Tankers,

**Denmark** - Casos Shipping ApS, DSM, Hugin Marine, Maersk Tankers, StenaBulk, Team Tankers International, TOTAL

**Finland** – Traficom

**France** - FLAMARINE SAS, Lukoil, SOTEC

**Georgia** - Maritime Transport Agency of Georgia, OT PTE LTD

**Germany** - Bernhard Schulte Shipmanagement, Claus Peter Offen Tankschiffreederei, Interorient Marine Services Germany, Interorient Navigation Hamburg GmbH&Co., Matau Marine

**Greece** - Almi Tankers, Ancora Investment Trust Inc, Athenian Sea Carriers, Avin International LTD, Capital Ship Management Corp, Centrofin management Inc., Dynagas Ltd, Eastern Mediterranean Maritime, Edge Maritime Inc, Empire Navigation Inc, EST, Eurotank Maritime Management SA, Gmz Ship Management Co (Hellas) SA, Hellenic tankers co ltd, LL Energy SA, LMM, LPL Shipping SA, Maran Tankers Management, Mare Mobilis, Minerva Marine, MM Marine Inc, Nancy trading inc, Neda Maritime, Olympic Vision Maritime Co Inc, Optimum Marine Mgt, Product Shipping and Trading, Samos steamship co, Segaline SA, Spring Marine Shipmanagement SA, Springfield Shipping, Stalwart, Starbulk, stealthgas, Sunrise Maritime Inc., Tankers Maritime Corp, TMS Tankers Ltd, Transocean Shipping & Trading Co. SA, Tsakos Columbia Shipmanagement, Unitized Ocean Transport Limited, VSHIPS Greece

**Ireland** - Ardmore Shipping Services (Ireland) Limited, Hamilton Shipping

**Italy** - ENI, Marfinco shipping sa, Socomar, Visemar di Navigazione Srl

**Luxembourg** - MTR

**Netherlands** - Serromah Shipping B.V.

**Norway** - CM Olsen, Odfjell Seachem AS, Rederiet Stenersen, Andreas K. L. Ugland A/S

**Poland** - NMM, Offen Tankers

**Romania** - Capitalshipping and trading, GESTIONI ARMATORIALI SPA,

**Russian Federation** - Advantage Tankers, BSM Cyprus, d'Amico shipping, FESCO Transportation Group, Hafnia, MOL LNG TRANSPORT, NNM, Pavino Tanker Co Ltd, Rosneft, SCF

**Spain** - A.M. Tranhispanica SA, Agencia Maritima Transhispanica SA, Iberica Maritima Barcelona SA, Petrogas, Vilma Oil

**Sweden** - Marininvest Shipping AB, zodiac maritime limited

**Turkey** - Aksoy Shipping, Alfa Tanker, Atlantik Gemi, BEYKIM AS, Canbaz Shipping Group, FMT, Gemak, Gungen Denizcilik ve tic. A.s., Transteck Marine

**United Kingdom** - AB SHIPPING, Agility Chemical Logistics, Alibra Shipping Ltd , Glencore UK Ltd, James Fisher Shipping Services Ltd, MOL Tankship Management, Shell, Stolt, Teekay Shipping, Vitol Services, VSHIPS

## MIDDLE EAST

**Iran** – NITC, ACS;

**Kuwait** - Kuwait Oil Tanker Company

**Oman** - Oman Ship Management Company

**Saudi Arabia** – Saudi Aramco

**United Arab Emirates** - ADNOC logistic and services, Bahri Chemicals, Bahri Oil, Emarat Maritime, Flair Shipping & Trading, Fujairah Oil Tanker Terminals Port of Fujairah UAE, International Tanker Management Dubai, Monjasa, Seamaster Maritime LLC, Topaz tankers shipmanagement, Vela International Marine Ltd

## NORTH AMERICA

**Canada** - ACGI Shipping, Algoma Central Corporation, Altera Atlantic Management ULC, fairmont shipping (Canada) ltd, Gaflex Energy International Inc., Shree Krishna Kanagasabapathy, Teekay, Valles steamships Ltd

**Mexico** - BSM, Grupo TMM, PEMEX, Petroleos

Mexicanos, PMI Comercio Internacional SA de CV, TMM Division Maritima

**United States** - Arc Maritime, Atlantic refining co, BHP, Blue Diamond Ship Brokers, Bluefish Charters, Inc, BP Shipping USA, Chevron Shipping Co, ConocoPhillips / Polar Tankers

Crowley, CRWeber, Delaware River Harbor Pilots, Diamond S Shipping Inc, Eastport Maritime USA LLC, Execcutive Shipping Svcs, Foss Maritime Co, General Maritime Corp., Global Tanker Services, LLC

IAG, Integrated Marine Services, International Seaways Inc, LOOP llc, Louis Dreyfus Company

Marathon, Marine Spill Response Corporation, Marine Transport Management Inc, Monroe Energy LLC, Nordic Tankers, Norvic Energy Navigation Ltd, NuStar Energy LP, Odin Marine Group, OSG Ship Management, Overseas Shipholding Group, Oxyde, PetroMar International Inc, Pinnacle Maritime LLC, Polar Tankers Inc, Ridgebury Tankers, RIL USA Inc, Seabulk Tankers, Sonangol Marine Services, Stolt Nielsen USA Inc, Tesoro maritime, Theo Mandopoulos Consulting, Transigo Marine, Unico Marine Services, Valero Marketing and Supply, Vitus Energy LLC, Principal Maritime Management, LLC

## SOUTH / CENTRAL AMERICA

**Argentina** - Pan American Energy, PL Marine Inc

**Brazil** - Braskem, Cipriano, Petrobras Transpetro

**Chile** - CMC, Enap, Naviera UltranaV Ltda, South Trade Shipmanagement, UltranaV, ultratank

**Cuba** - Caroil Transport Marine LTD

**Panama** - Intercaribbean Tankers

**Peru** - Tramarsa Flota SA, Transgas Shipping Lines

## Tanker Operator Circulation

To enable us to keep our costs and advertising rates down, we are careful to only mail complementary copies of the print magazine to people who meet all these three criteria

- (1) they are in a group of interest to advertisers (such as an employee of a tanker shipping company)
- (2) they have requested to receive the magazine (so we know they actually want it)
- (3) they have requested, or renewed their request, within 3 years, preferably within the past year.

We additionally send print copies to paying subscribers and a small circulation to current and past advertisers.

The print magazine is also freely available as a pdf for download. We usually get around 2,000 copies of each print magazine

## Note on circulation audits

We do not have a 3rd party circulation audit at Tanker Operator magazine because we believe it emphasises the size of the circulation rather than the quality.

For example, most of our competitor's audits tell you the size of their 'non requested controlled circulation'. This simply means that the magazine was sent to someone who did not ask to receive it, in a company category which the auditor agrees is part of the tanker industry (including suppliers). It tells you nothing about the quality of the list, or whether the recipient enjoys reading in English. How is this useful information to a marketer?

There are not large numbers of potential buyers in the tanker industry with around 13,000 tankers, perhaps 500 different companies, a handful of decision makers in each company and a small proportion of these people who enjoy reading enough to request our magazine and update their record with us when we request them to. These are the people our magazine reaches.

Our choice at Tanker Operator magazine is to only post print copies to people who buy or influence purchase of tanker services (ie from shipping companies, charterers, regulators, ports) and who have requested to receive it within the past 3 years. We also post copies to past conference delegates in target groups, paying subscribers and a limited circulation to potential advertisers.

## Editorial Calendar

### January/February 2022

Middle East Report  
Ship Registries (Flag States)  
Commercial Operations  
Anti-Piracy  
Efficiency  
Coatings  
Tank Services

**Booking deadline: Jan 17, 2022**  
**Ad copy deadline: Jan 22, 2022**  
**Publication date: Feb 5, 2022**

### March 2022

- Chemical/Product Tankers report
- Ship Management Report
- STS Transfers
- Tugs
- Port call management
- Monitoring – sensors and gauges
- Coatings

**Extra distribution:**  
**CMA, Connecticut, March 29-31, 2022**

**Booking deadline: Feb 7, 2022**  
**Ad copy deadline: Feb 14, 2022**  
**Publication date: Mar 3, 2022**

### April/May 2022

- Manning & Training
- Ballast water
- Satellite communications
- Bunker management
- Crew management
- Rust blasting equipment
- Navigation technology

**Extra distribution:**  
**Tanker Operator Athens forum**  
**Nor-Shipping, Oslo, April 4-7**

**Booking deadline: Mar 13, 2022**  
**Ad copy deadline: Mar 20, 2022**  
**Publication date: Apr 3, 2022**

### June/July 2022

- Greece Report
- Ballast Water Systems
- Weather routing / passage planning
- Salvage
- Port services
- Inert gas systems
- Anchors

**Extra distribution:**  
**Posidonia, Athens, June 6-10**

**Booking deadline: May 1, 2022**  
**Ad copy deadline: May 8, 2022**  
**Publication date: May 24, 2022**

### August/September 2022

- Shipmanagement
- Bunker management services
- Class societies report
- Hull performance management
- Monitoring – sensors and gauges
- Tank cleaning
- Ropes

**Extra distribution:**  
**SMM, Hamburg, Sept 6-9**

**Booking deadline: Aug 7, 2022**  
**Ad copy deadline: Aug 14, 2022**  
**Publication date: Aug 28, 2022**

### October/November 2022

- Satellite Communications
- Propulsion Systems
- Safety Systems
- Data analytics
- Safety / livesaving equipment
- Pumps

**Extra distribution:**  
**Tanker Operator Hamburg forum**

**Booking deadline: Sep 18, 2022**  
**Ad copy deadline: Sep 25, 2022**  
**Publication date: Oct 5, 2022**

### December 2022

- Ship Registry Report
- Ballast Water Management
- Gibraltar Report
- Training systems
- Rudders
- Coatings
- Advanced lubes

**Booking deadline: Nov 13, 2022**  
**Ad copy deadline: Nov 20, 2022**  
**Publication date: Dec 6, 2022**

\*All dates and features subject to change

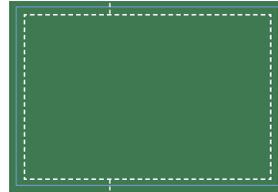
## The magazine is A4 and full colour throughout

### Preferred file formats

**PDF**, Acrobat, colour  
**JPEG**, CMYK 300 dpi  
**TIFF**, CMYK, 300 dpi  
**EPS**, CMYK, 300 dpi

### E-mail

E-mail advertising copy  
 to Laura Jones at  
[laura@veryvermilion.co.uk](mailto:laura@veryvermilion.co.uk)



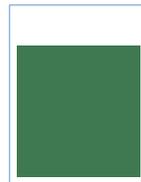
### RATES

**Double page spread:**  
 £2,600

### DIMENSIONS

### Height x width

Bleed size	303 x 426mm
Trim size	297 x 420mm
Type area	277 x 400mm



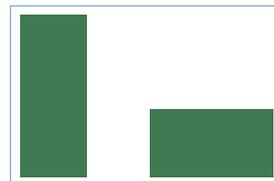
**Front Page:**  
 £2,500

Type area	240 x 190mm
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**Full page:**  
 £2,100

Bleed size	303 x 216mm
Trim size	297 x 210mm
Type area	277 x 190mm



**Half page:**  
 £1,160

### Landscape:

Type area	139 x 190mm
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### Portrait:

Type area	277 x 93mm
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**Quarter page:**  
 £850

### Landscape:

Type area	70 x 190mm
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### Portrait:

Type area	139 x 93mm
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PACKAGE DEAL 1 ONLY £3,900



1

Outside Front Cover



2

Front Cover description on Contents Page



3

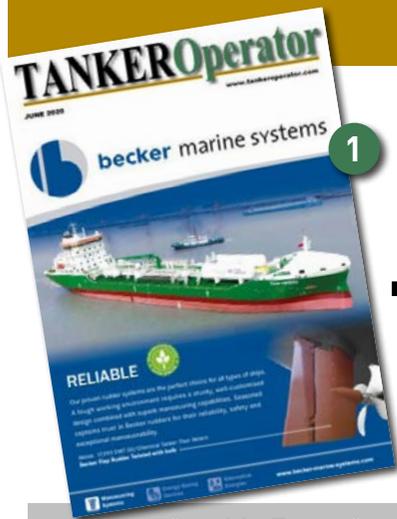
Full Page advertisement within issue



4

4 weeks banner advertising

PACKAGE DEAL 2 ONLY £4,900



1

Outside Front Cover



2

Front Cover description on Contents Page



3

Full Page advertisement within issue



4

4 weeks banner advertising



5

Conference sponsorship

## Overview

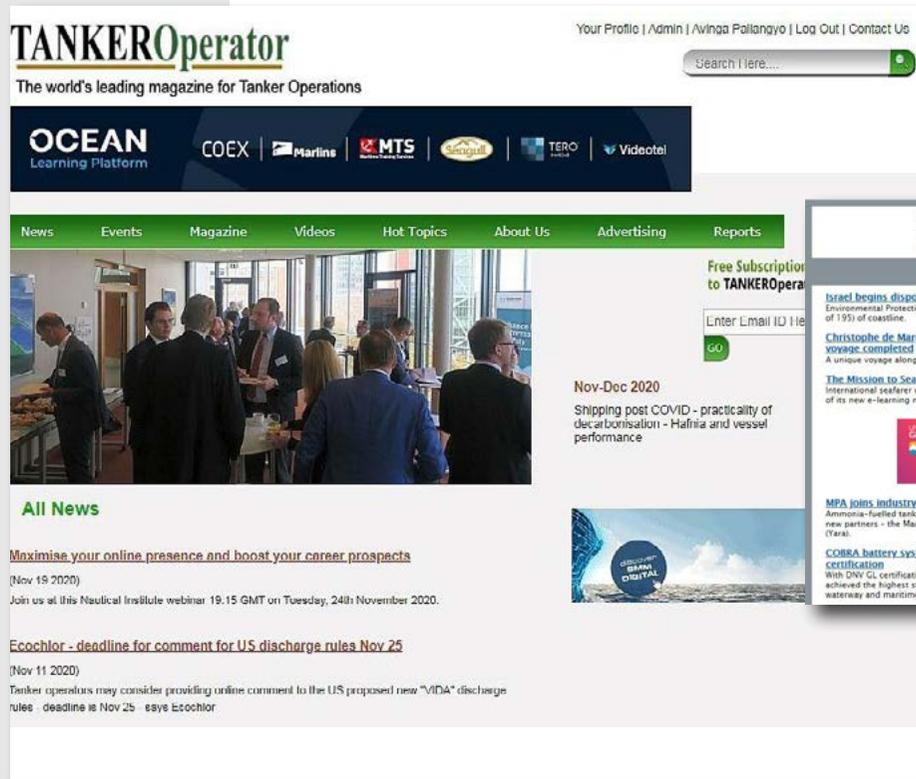
Tanker Operator offers marketing opportunities in its weekly e-mail newsletter and website.

Here is some typical data.

The newsletter is sent to about 8,500 people (calculated as “sent” minus “bounces”, and typically sees about 2100 “opens” (= people who download the images).

The website has average sessions of 6100 a month, and average pages per session of 2.3.

The top 10 countries visiting the website are UK (17%), US (16%), France (13%), Singapore (5%), Greece (5%), India (5%), Germany (5%), Norway (2%), Japan (2%), Netherlands (2%).



The geographical breakdown of the newsletter circulation is similar.

## Banner sizes available

- Website: 728 x 90 (leaderboard, at the top of the page) - £2,000 per month. 375 x 100 pixels (right hand side), £1,000 per month, 180 x 60 (right hand side). £300 per month
- Newsletter: 375 x 100 pixels, midway in the news, £1,000 per month for 4 insertions.

**Our Tanker Operator conferences, held in Hamburg and Athens, are for sharing ideas and experiences about how to improve the tanker industry business model including ways to improve environmental performance within business constraints, and how to reduce complexity.**

Our theme for 2022 is better ways to manage seafarer time and workload.

Seafarers, we hear, are continually under time pressure, which means they are continually stressed and fatigued, leading to safety concerns, and lack of attractiveness of life working at sea.

How can the industry do more to improve the situation? Can we better manage the tasks seafarers are given to perform, the time when they need to perform them, and the volume of work onboard altogether?

Can we move more of the shipboard workload away from seafarers, to dry docks, automation, cloud software services, and remote inspection tools? Can we just co-ordinate everything better?

Our conferences typically attract oil major fleet managers, technical managers, crew managers and safety managers.

For marketers, opportunities include being an event sponsor, exhibition stands, and speaker slots (subject to meeting the chairman's criteria). For most of our events the criteria for a speaker slot is 'do you have a technology or method which can help total reduce operational costs by over 2 per cent'.

We publish delegate lists of all past events on our website so you can see who we typically attract - to view, please go to the relevant past event web page on

**[www.tankeroperator.com](http://www.tankeroperator.com)** (search under events / past events).

**Calendar:**

May 2022 - Athens

Oct 2022 - Hamburg



**A Coffee Break Sponsors**

2 Inclusive Delegate Tickets for employees or clients  
**£1,000.00**

**B Exhibition Stand**

3 Inclusive Delegate Tickets for employees or clients  
**£1,500.00**

**C Lunch Break Sponsors**

Exhibition Stand, 4 Inclusive Delegate Tickets for employees or clients  
**£1,600.00**

**D Conference Sponsors**

Exhibition Stand, 5 Inclusive Delegate Tickets for employees or clients  
**£1,850.00**

The specific offering at each event will vary - please contact our sponsorship sales manager David Jeffries for a proposal for a specific event on [djeffries@tankeroperator.com](mailto:djeffries@tankeroperator.com)

**Note** all packages may include a presentation slot subject to agreement by conference chairman that your proposed talk will increase appeal of the conference to delegates

## A sponsored webinar provides your company with an opportunity to tell its story and engage directly with the audience.

Tanker Operator has run a number of webinars during 2021 together with its sister company, Finding Petroleum. The team have also produced 50 webinars on maritime decarbonisation and digitalisation together with its sister company Digital Ship / Vessel Performance Optimisation.

### Our standard webinar package includes:

Your company as sole sponsor of a webinar

Working with you to develop a compelling title and story which would appeal to carbon capture and storage specialists

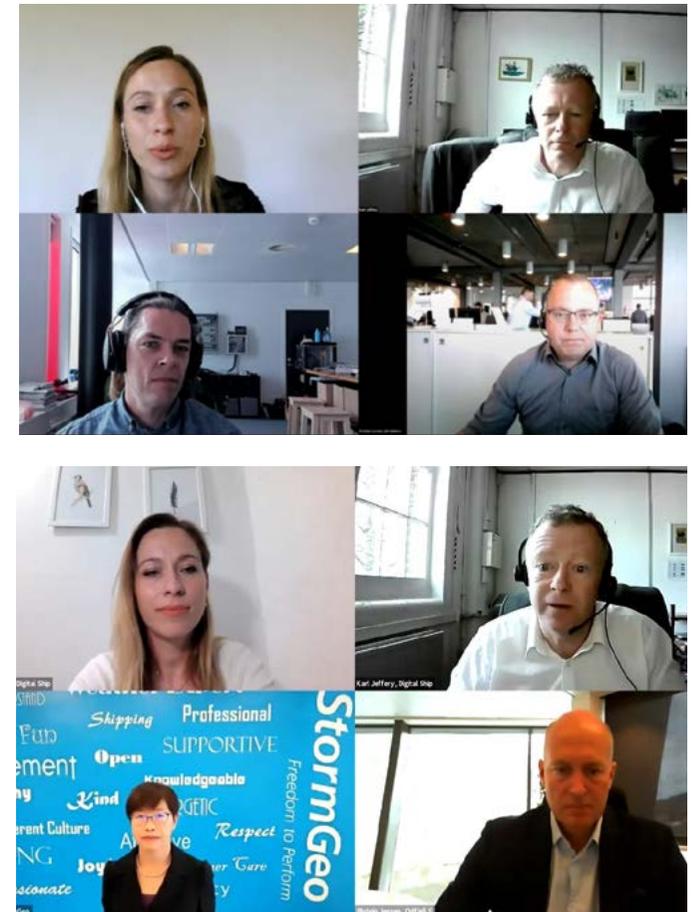
Promotion of the webinar to our entire e-mail list, including mention of the sponsorship

Operating the webinar with our skilled moderators

Providing you with a video of the webinar on our cloud servers, which you can post on your own website

Providing you with names, e-mail addresses, job titles, companies of attendees where they have given permission for this data to be shared (where no permission is given we provide just job title and company).

**Cost = GBP 2000**



Screenshots from Digital Ship Vessel Performance Optimisation webinars

**Tanker Operator magazine was launched in 2001. We publish a print magazine (7 issues a year), a website and email newsletter, and conferences every year in Athens and Hamburg.**

Tanker Operator magazine is edited by Karl Jeffery, a maritime journalist since 1998, also founder of Digital Ship magazine and Digital Energy Journal, an author of books about digital technology for organisations, and a graduate chemical engineer.

Tanker Operator magazine is published by Future Energy Publishing Ltd, based in London. We also publish Carbon Capture Journal (about carbon capture and storage), Digital Energy Journal (about digital technology in upstream oil and gas), and organise 30 conferences a year.

### Contact us

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 jeffery@d-e-j.com



**TANKEROperator**  
 JUNE - JULY 2021  
[www.tankeroperator.com](http://www.tankeroperator.com)

**Stena's InfinityMAX design**  
 liquid and dry cargoes in large removable containers

**Insurers' views on how maritime risks are changing**

**Concerns about ship power limits**

**OCIMF - news on human factors, SIRE 2.0, piracy**

**BHP - making LNG fuelled ships competitive**

**Are seafarer training requirements keeping up with new shipboard technology?**