

Organiser:



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Novorossiysk  
Commercial  
Sea Port

## International Conference Argus Nefтетransport 2012

5 – 6 December 2012 • InterContinental Moscow Tverskaya

### Preliminary Programme

#### Day One | 5 December | Wednesday

9.00 – 10.00 Registration. Welcome coffee

- **Welcome remarks**  
**Peter Caddy**, Business Development Director, **Argus**

#### 10.00 – 11.30 SESSION 1

Oil transportation from Russia and the CIS. Outcomes in 2012

Moderator – **Sergey Ryzhkin**, Editor, **Argus Nefтетransport**

- Crude and products export from Russia. Main changes on the transportation market  
**Representative, Argus**
- Russian Railways — capacity issues and outlook for infrastructure development
- Russian oil ports — summary of 2012 activities  
**Representative, Novorossiysk Commercial Sea Port\***
- ESPO second leg launch — outcomes and prospects
- Rail transport tariff policy of Russia, Kazakhstan and Belorussia. Tariff unification

11.30 – 12.00 Coffee break

#### 12.00 – 13.30 Session 2

Oil cargo and coal rail transportation market

Moderator – **Vladimir Prokofyev**, General Director, **BaltTransService**

- Orsk Refinery production shipment volume growth: know-how and deterrent factors. Eurotrans case-study  
**Vyacheslav Andreev**, Vice-President, **Eurotrans**
- Topic TBC  
**Alexey Likhtenfeld**, Member of Board of Directors, **Nefte Trans Service**
- **Case Study:** Rail infrastructure issues  
**Maxim Zinchenko**, General Director, **SIBUR-Trans**

Preliminary programme, changes to be made

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- Rail car market in Kazakhstan  
**Yevgeniy Plakhotin**, Commercial Director, **Eastcomtrans**
- Medium-term factors affecting the market of crude oil rail transportation  
**Andrey Shtyrba**, Managing Director, **Sovfracht**
- Russian rolling stock market changes after ESPO-2 launch

**13.30 – 14.30 Lunch**

**14.30 – 16.00 Session 3**

**Oil loading capacity: surplus or deficit?**

**Moderator – Representative, Novorossiysk Commercial Sea Port\***

- New terminal in Taman. First results and opportunities for clients  
**Representative, OTEKO\***
- Baltic oil terminals. Business in a new environment  
**Eugene Starokaznikov**, Chief Commercial Manager, **VK Tranzits**
- Ukrainian oil terminals  
**Representative, Ministry of Energy and Coal Industry of Ukraine\***
- Oil loading capacity in the Russian Far East

**16.00 – 16.30 Coffee break**

**16.30 – 18.00 Panel Discussion**

**Tank market. Russian Railways rolling stock quality issues and penalties**

- Participants:  
Tank owners, operators and producers

**18.00 Cocktail Reception**

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Day Two | 6 December | Thursday

9.00 – 10.00 Registration. Morning coffee

10.00 – 11.30 Session 1  
Sea transportation of energy  
Moderator

- International tanker market: Hard times continue?  
**Sverre Bjorn Svenning**, Director, **Fearnley Consultants**
- Small tanker transportation in the Baltic  
**Per Henning Theodor**, Charterer, **Atlas Chemical Tankers**
- Problems associated with marine support for new gas project in Russia  
**Dmitry Rusanov**, Deputy Director of Fleet Operations Department, **Sovkomflot**
- Oil and LNG traffic in the Arctic - an uncertain outlook and essential solutions  
**Mikhail Grigoryev**, Director, **Geological Consulting Center GECON**

11.30 – 12.00 Coffee break

12.00 – 13.30 Session 2  
River products export from Russia. New players and trends  
Moderator

- River navigation results 2012
- National policy in inland waterway development in European Russia. Plans for easing bottlenecks
- Current situation and prospects for river bunkering development  
**Representative, RN-Bunker**
- New river transportation niches
- Comparing river and rail product export efficiency  
**Sofia Katkova**, Project Manager, **Morstroytechnology**
- Problems of quality and quantity losses during river transportation and countless transshipments  
**Victor Zhilin**, Development Manager, **Inspectorate**

13.30 – 14.30 Lunch

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**14.30 – 16.30 Session 3  
Oil export service and financial security  
Moderator**

- Inspection market  
**Stanislav Kaminsky**, General Director, **Saybolt Russia**
- Placing floating storage tankers and off-shore product loading issues

**16.30 End of conference. Champagne**