

McCLOSKEY'S EUROPEAN COAL OUTLOOK CONFERENCE – 2005

LE MERIDIEN, NICE – 19-20th SEPTEMBER 2005



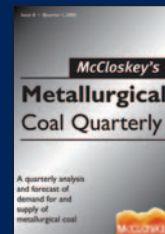
THE THINKING COALY'S CONFERENCE

- The McCloskey Group's take on the international coal trade outlook
- Where are oil prices going?
- Is the freight boom over?
- Have mining costs suffered a stepped change?
- Where are the new mines coming from? And what are their prospects?
- How will the major Atlantic steam coal markets develop?
- Who will supply coal from South Africa's BEEEs?
- How does carbon sit in with integrated gas, power and coal markets?
- Do the fundamentals matter to coal prices anymore?
- Can coking coal supply keep up with demand?
- A 10-year metcoal market outlook
- The only Credit Risk Management Forum for front and back room staff

TAKE YOUR PLACE AMONG
THE INDUSTRY'S ELITE.

DISCUSS THE MAJOR ISSUES
AFFECTING THE COAL, POWER
AND STEEL SECTORS WITH
INDUSTRY LEADERS.

OFFICIAL PUBLICATIONS



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For two years energy prices have boomed although, for coal, an early summer falling of ocean freights has brought about tumbling CIF values. Producers, traders and consumers alike are asking the question – how long will high oil and gas prices stay at current levels and can coal match the buoyancy of those markets?

For steam coal the prospect looms of a potential rush of additional supply – most notably from Indonesia – overwhelming slowing demand growth. But Chinese production is faltering . . . and an unexpected tightness also is threatened. How much, do the fundamentals even matter in an era where buyers are now watching movements in the prices of oil, gas, power and carbon as closely as they are monitoring movements in steam coal supply and demand? **McCloskey's 4th European Coal Outlook Conference**, in Nice on September 19th and 20th, will focus both on future developments in steam coal supply and demand and on likely changes in the relationships between the array of markets now being played.

On the coking coal side, record \$100-plus FOB prices seem set to stay in the market for some years, with Queensland's port constipation holding back massive expansion plans and with Central Appalachian output falling. Once again, we will provide a **Coking Coal Summit**, to determine how events will unfold over the next two decades. For the first time, the conference's scrutiny will embrace a presentation of The McCloskey Group's 10-year forecast for hard coking and other steel-making coals.

Steam Coal Market Growth: What do the next 18 months offer for each of these markets? At the heart of our Nice conference will be detailed forecasts from The McCloskey Group. While these forecasts cover the globe, we have decided to focus 2005's conference on four key steam coal markets:

- **The UK** – with falling UK output and with strong demand levels, what is the limit to import growth?
- **Germany** – imports have started 2005 in free fall. But the likely return of a conservative administration in Berlin will once again place subsidies under Federal scrutiny. Does that point to a possible swift reversal of the trend for lower imports? Or is the German power sector turning away from coal anyway?
- **The US** – where investments in Mobile, and probably at Charleston and possibly in Jacksonville, Tampa and Dominion Terminal, could open wide the gateway for imports to the US power sector, putting 40mt/yr within easy reach;
- **India** – where steam coal imports have been forever the bridesmaid, never the bride. But this year, the emergence of the State Electricity Boards onto the import market has an air of permanence about it . . . could the long wait for India to emerge as a major buyer at last be over?

The next generation of mines: Investors are pouring in money, primarily to take advantage of the growth that is being experienced in the coking coal sector but also enhancing steam coal supply. For the longer-term a series of mega-mines are under consideration: BHP Billiton's new hard coking coal project in Indonesia – Maruwai; the CVRD plans for Moatize in Mozambique; the Asian Energy Phulbari deposit in Bangladesh; the Venezuelan Socuy project and Ivanhoe's Nariin Sukhait in Mongolia.

Not only will we seek to examine all these new mines and their coal qualities but we will also be taking a close look at costs in both existing and new operations throughout the coal production theatre. And where production is imploding, as in Central Appalachia, we will strive to predict the scale of the decline and the knock-on effects on the US's steam and coking coal availability.

Interacting energy markets: 2005 has seen the first official carbon emissions trading scheme get underway and market players have had to adapt to this change. What appears to be emerging is a market in which gas, coal, power and carbon trades are all closely related. If it is never clear why prices have moved in one direction or another, it would be as well for market followers to look at what is happening in the inter-related theatres to find out what is going on.

Certainly, physical traders have spent much of 2005 complaining that paper prices, and consequently physical prices, appear to be moving independently of the supply/demand fundamentals. Playing the European energy markets has never been such a complicated game and it is unlikely to get any easier.

Meanwhile, paper coal trading continues to grow in volume and it has fully engaged the interest of new players like the banks. This indicates a degree of liquidity which should propel the evolution of the derivatives sector towards central clearing and exchange-based trading.

McCloskey's European Coal Outlook Conference has a tradition of being friendly to the interests of the new markets and this one will be no exception. As well as incorporating a separate session dedicated to the evolving derivatives and emissions markets, we are running a second **Credit Risk Management Forum**, aimed at bringing together front and back office functions in a way that no other conference attempts.

SUNDAY SEPTEMBER 18th 2005 –

16.00 **REGISTRATION AND WELCOME**
RECEPTION, THE BEACH,
LE MERIDIEN HOTEL, NICE

MONDAY SEPTEMBER 19th 2005

Session 1

KEYNOTES: Chair – **Gerard McCloskey**

09.00 **OPENING ADDRESS –**
GERARD MCCLOSKEY, Chairman,
McCloskey Group

The World's leading commentator on the international coal trades will open McCloskey's 4th European Coal Outlook Conference with his analysis of the major issues confronting the coal markets today. This will include the McCloskey Group's projections of supply and demand of both coking and steam coal and what those trends mean for prices, along with comment on the principal projects and developments in the coal and power industries.

09.30 **THE MACRO-ECONOMIC OUTLOOK.**
ARE WE ENTERING THE UPWARD SWING OF
A SUPER-CYCLE? – Richard Gibbs, Chief
Economist, Macquarie Bank

The world's economy has proven remarkably resilient when confronted by the shock of sharply rising oil prices, even though growth rates appear to have faltered a little in 2005. Is this strength a sign of oil's diminished importance to the global economy? Or could it be that we are caught up in the long-term growth trend of an economic super-cycle. Macquarie's Richard Gibbs has been a regular and popular speaker at Nice and will address this issue with his unrivalled dynamism.

10.00 **OIL AND GAS PRICES AND COAL**
DEMAND – Dr Leo Drollas, Deputy
Executive Director and Chief Economist,
Centre for Global Energy Studies

The influence of high oil prices on gas and coal values, particularly in Europe, has been profound over the last two years. What are the forces likely to determine the direction of oil and gas prices and how will their movements affect coal and

power over the coming years? Leo Drollas, of the Centre for Global Energy Studies, is one of the world's leading experts in this field.

10.30 **STRATEGIES FOR THE COAL INDUSTRY**
– **Roger Wicks**, Chairman, World Coal Institute

After a decade of retreat from the twin hazards of competition from the gas sector and governmental efforts to restrain emissions, there is a tangible air of renewed determination on the part of the industry. Initiatives to develop cleaner coal technologies, whether through upgrading thermal efficiencies at current plant or developing new technologies, are beginning to bear fruit. The World Coal Institute's Roger Wicks talks us through the direction that the industry is taking and reviews the new technologies.

11.00 **COFFEE**

KEYNOTES: Continued

11.30 **FREIGHTS – HAS THE BOOM ENDED? –**
John Kearsy, Head of research, SSY

In its third year of very high rates, the freight market has shown signs of faltering, with new ships entering the fleet at a prodigious rate. However, one of the key building blocks of the freight rate boom, China, so far shows little sign of reining back the growth of its demand for raw materials. Does this mean that rates can regain recent highs?

12.00 **MINING COSTS – AN IRREVERSIBLE**
STEPPED CHANGE? – Richard Marston,
Chief Executive, Marston & Marston

Production costs have risen sharply over the last 18 months, whether it is for equipment, fuel, or – with extreme tightness in supplies of skilled labour – in wages. Richard Marston is one of the world's leading mining consultants and will tell us what has happened to costs and whether or not more expensively-produced coal is here to stay.

12.30 **CARBON ABATEMENT – THE NEXT PHASE**
– **James Cameron**, Director, Climate
Change Capital

With Europe just getting used to carbon trading, generators are already focusing their attention on what is to come next. The current carbon trading regime runs to the end of 2008 but its success or failure in bringing emissions down will only be a part of the decision on how to control carbon beyond

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then. Climate Change Capital is one of Europe's leading carbon compliance finance houses and will talk us through how the next step is being decided.

13.00 **LUNCH – SPONSORSHIP OPPORTUNITY**

Session 2

KEY ATLANTIC MARKETS

14.30 **THE OUTLOOK FOR STEAM COAL EXPORTS TO THE UK – David Price**, Editor of McCloskey's Coal UK

The biggest growth market in Europe for the last two years, the UK is on course to increase imports again in 2005. But how firm is the UK's demand, given pressure from rival fuels, from governmental regulation of emissions and from the local industry's attempts to revitalise itself. David Price has covered this sector since 1992 and will highlight the potential strengths and weaknesses of this demand sector.

14.50 **GERMANY'S CHANGING POWER GENERATION MIX – Dr Dietmar Lindenberger**, Managing Director, Cologne University Energy Economics Institute

Germany was once heralded as the future leader of the European import sector. This year is seeing a collapse in steam coal imports, however, but a change of government in Berlin is looking more likely, which could put at the helm an administration which has little sympathy for subsidies. Dr Dietmar Lindenberger has recently completed, for the federal government, a major study of German generation needs and presents his results, giving a deep examination of the evolution of the German steam coal market.

15.10 **US PORTS – THE KEY TO OPENING UP THE ATLANTIC'S NEXT GROWTH MARKET? – Cees van der Mortel**, Commercial Director, Atlantic Region, Kinder Morgan Terminals

The potential of the US market is immense, Central Appalachian production is falling and the hold that the US railroads have on their customers' wellbeing is overwhelming and tightening. All that stands between an anxious power sector and

international suppliers is an inadequate importing infrastructure. But all that is beginning to change. Kinder Morgan has been one of the most active proponents of US importing. Here, Cees van der Mortel details the moves being taken to expand port capacity.

15.30 **THE US MARKET, WILL IT FULFIL ITS POTENTIAL? – Harry Papadopoulos**, Senior Trader, Energy Resources and Trade, PSEG

While Southern Company has led the charge into opening up imports, others on the US East Coast have been in the vanguard. Harry Papadopoulos is possibly unrivalled among the US buyers in his experience of the international market – having worked for Coal and Allied in Australia, Japan and London, Kaltim Prima in Indonesia and PG&E in the US. He brings to us the lessons he has learned from dealing with the railway barons and tells us how imports will develop.

15.50 **INDIA FULFILS ITS POTENTIAL? – Speaker invited**

The Indian market will undoubtedly be an importer on an immense scale but, while coking coal import growth is assured, the last decade has seen Indian steam coal buyers failing to live up to their potential in the international market. This looks like it is about to change with the sponge iron manufacturers and the State Electricity Boards at last looking to import on a substantial scale. Much of this demand is for qualities only available from South Africa, which implies an impact on the European market, while the rest could divert some flows from the Pacific to the Atlantic.

16.00 **END OF THE FIRST DAY**

EVENING BEACH RECEPTION

A golden opportunity to network with the industry's top executives, this reception will be held on the hotel's private beach and all delegates will be welcome. At previous Nice conferences, delegates have had time to socialise in a relaxed atmosphere for a couple of hours, before heading off to the Old Town for dinner.

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TUESDAY SEPTEMBER 20th 2005

Session 3

STEAM COAL SUPPLY

09.00 **GETTING NEW SOUTH AFRICAN SUPPLY TO MARKET**

South African coal supply has long been dominated by the majors. However, Black Economic Empowerment Enterprises (BEEs) will have access to 3mt of Richards Bay export capacity this year. This will rise to 4mt in 2006 and will at least double with the completion of Richards Bay phase V expansion. But how much of this capacity will become available directly? And how much will in fact be sold to the large mining houses and traders, who can provide much needed cash flow and manage the logistical and stocking problems that are hampering the BEEs' independent export efforts? Panelists, who include representatives of BEE companies, will explain the options via a mix of formal presentations and discussion.

Sipho Dube, Executive Chairman, Endulwini Resources

Tom Kearney, Executive Director, Bisichi Mining plc
Representative of Eyesizwe Coal

Xavier Prevost, South African Department of Mines and Energy

10.00 **COLOMBIA BEYOND THE BIG THREE – Maria Isabel Patino**, Carbones del Cesar

We all know of the huge potential there is for export growth at Cerrejon Coal, Drummond and La Jagua Coal, but what of the potential elsewhere in this richly-endowed country. Maria Patino represents one of the most promising Colombian independents and explains the plans for developing beyond the Big Three suppliers.

10.20 **SUPPLIES FROM THE PACIFIC RIM – Philip Gasteen**, Senior VP, Marketing and Logistics, Banpu Coal

Freights can keep Pacific Rim coals on the margin for the European market, and the high rates of the last couple of years have certainly seen many on

the retreat. However, much of the global supply growth that the international market will see over the next few years will be in this region while some, particularly Indonesian exporters, have retained a significant place in the European market. Philip Gasteen is one of the most experienced marketers in Asia, having worked in Australia and Indonesia for BHP, before taking up his current role at one of Indonesia's leading exporters, and will assess the potential for growth in supplies from this region.

10.50 **COFFEE**

Session 4

11.15 TRADING ISSUES

– Chaired by **Mark Walters** – Morgan Stanley

The beginning of 2005 saw the interconnectivity of different trades demonstrated, as high gas prices made the margins on dark spreads more rewarding than on the spark spreads. This factor pushed up paper – with banks in particular playing the arbitrage between the two spreads – and physical prices followed, seemingly going against the message coming from the physical demand and supply balances. However, carbon emission certificate prices have almost doubled since the beginning of the year, squeezing the dark spreads, and gas has been pushed back up the merit order. How will carbon and the 'new' trading strategies of the paper players influence physical coal prices in the future?

This session, comprising a mix of formal presentations and panel discussion, will be a must-attend one for all those involved in derivatives trading. Chaired by the erudite **Mark Walters**, our panel includes: **Eoghan Cunningham**, Chief Executive of globalCoal; **Meindert Witteveen**, Associate Director Commodities, Barclays Capital; **Thomas Schmitz**, Senior Marketer European Power & Gas, BNP Paribas and; **Jason Pegley**, Head of Utility Markets, International Petroleum Exchange.

12.45 **LUNCH – SPONSORSHIP OPPORTUNITY**

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McCLOSKEY'S 2ND COKING COAL SUMMIT

- 14.00 Chaired by **Robert Stan**, President and C.E.O., Grande Cache Coal and **Colin Gubbins**, Consultancy Director, The McCloskey Group
- WHAT IS THE POTENTIAL FOR COKING COAL OVERDEVELOPMENT?** – **Colin Gubbins**, Consultancy Director, The McCloskey Group
- With prices at record levels, investment has been pouring into the coking coal sector, with BHP Billiton alone promising up to 50mt/yr development. The logic behind this development is sound, in that China is expected to become a substantial importer of coking coal, to service its booming mills, while India promises to become a much bigger player. However, are the suppliers over-reacting? Colin Gubbins is co-editor of The McCloskey Group's Metallurgical Coal Quarterly and was recently co-author of a 10-year outlook for the coking coal markets.
- 14.30 **THE US AS SWING SUPPLIER?** – CENTRAL APPALACHIAN DEVELOPMENTS – **Jeff Watkins**, President, Hill & Associates
- One of the major features of the international market over the last year has been the effect of developments in the Central Appalachian coalfield on the supply and demand of both coking and steam coal. The high prices have inspired some mines in this region to return from the dead, in accordance with tradition, but there have been far fewer such Lazarus mines than used to be the case. Is the CAPP region's influence on the market at last fading?
- 14.50 **VENEZUELA GOES FOR GROWTH?** – **Eladio Bueno**, Chief Executive, Guasare Coal International
- With ultra-low volatile PCI coals locked into the Far Eastern markets, Venezuelan sales of high-vol PCI into Europe have gone well. However, sales have probably gone as far as they can without expanding supply. Venezuela's plans for growth hinge on the development of the Socuy mines and the installation of a major loading terminal. What are the chances of this happening?
- 15.10 **COKING COAL FROM BANGLADESH?** – **David Lenigas**, Joint Managing Director, Asia Energy
- Less than two years ago, nobody in the coal scene

- 15.30 would have believed that coal could come from Bangladesh. Now, however, Phulbari is a project under development which will produce up to 15mt/yr of coking coal, PCI and steam coals. This should focus its production upon nearby markets, but just doing that will impact on the wider picture by taking market share from Australian or Canadian suppliers.
- HOW DOES A BUYER RESPOND TO TODAY'S MARKET?** – Speaker invited
- Who would be a buyer in today's coking coal market? Forced to acknowledge supply tightness by paying substantial price increases last year, the buyers are facing continued shortages in the near future, at a time when there is no certainty about the price of their end-product.

McCLOSKEY'S 2ND FORUM ON CREDIT RISK MANAGEMENT IN THE COAL TRADE

(running parallel to the **Coking Coal Summit**)

Following the success of last year's event, we are once again staging a forum on credit risk management. Too often credit issues are seen as the spanner in the works, rather than the oil that keeps the whole machine working. While attitudes are changing, there is still plenty room for the industry to be much more creative in its approach to credit risk mitigation. There are also many ways that front and back offices can work more effectively together to promote liquidity in the market. This forum explores these issues in depth.

Maria Taylor, Head of Credit at EdF, and one of the industry's most highly regarded credit professionals, will lead a truly heavyweight panel who will bring a wealth of experience to the forum, offering valuable insights from a range of different perspectives:

Paul Newman, Managing Director, ICAP Energy
Claude Brown, Partner, Clifford Chance
Richard Elliott, Divisional Director at RK Harrison Representative from **Morgan Stanley** (to be named)

All delegates to the conference are welcome to either the Coking Coal Summit or the Credit Risk Management forum. To help us plan ahead, please tick the box on the order form to let us know if you will attend either session.

WHAT MAKES THE NICE CONFERENCE SPECIAL?

McCloskey's European Coal Outlook Conference is an established feature of the coal industry's calendar. Delegates tend to be from senior or middle management and they expect to be able to engage in the debates that take place. Networking opportunities are built into the conference, with mid-afternoon finishes to both the days' working sessions and with receptions lined up to take place on the eve of the conference and at the end of the first day. You will come away from Nice feeling that you have worked hard, that you have met some impressive professionals and that you have done it all in an extremely pleasant location.

NICE – A PERFECT SETTING

Nice is the perfect venue for a conference. The city is big enough to accommodate all attendees but the surrounding hills and the wide bay give Nice a small, enclosed feel. There are plenty of quiet, secluded bars and restaurants, particularly in the Old Town, and delegates will find that they can conduct their business discreetly or noisily, whichever they choose. You are unlikely to experience the frustrations associated with big city venues, where hordes of delegates can be found, but never the specific person you're looking for.

ACCESS – DIRECT FLIGHTS FROM ACROSS EUROPE

Nice airport, which is about 20-minutes cab-ride from Le Meridien Hotel, receives flights from all across Europe. As well as the normal carriers, low cost options are easily available. Easyjet flies to Nice from several UK locations and from Basel, Berlin, Geneva and Paris. In addition, BasiqAir flies from Schipol, German Wings from Bonn and Cologne, Hapag Lloyd from Hannover and there are at least three low cost options from Scandinavia.

THE VENUE

The conference will take place at Le Meridien, Nice, one of the South of France's top hotels. Delegates will be able to book at a special negotiated rate, although we cannot guarantee to beat corporate or internet hotel deals. To take advantage of the delegate rate, simply tick the box on the order form and a room registration form will be sent to you.



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Barclays Capital	Devinter	HC Fuels	Neue Zuercher Bank	Splosna Plovba
BHP Billiton	Douglas Services	Hidrocantabrico	New Hope Coal Australia	SSM Coal
BHP Paribas	Drummond	Hill & Associates	Noble	SSY
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Black & Veatch	EBS	ICAP	Norwest Mine Services	Swiss Marine Services
Bloomberg News	EDF Energy	ILS Chartering	Nova Coal	TFS
BRS Bulk	EDP	IMT / Kinder Morgan	Nuon	The Baltic Exchange
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Bulk Terminal Amsterdam	Electroandina	Innogy	Peterson	TOTAL
Bulk Trading	Ellembly Resources	Integrity Coal Sales	Port Of Rotterdam	TransGlobal Ventures
Burlington Northern Santa Fe Corp	Elsam	Interco Sam	Posco	Corporation
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Carolina Coal Co	Eurokor Logistics	JSC	RAG	
Chase Energy UK	EVCC	Kideco	Reliant Energy	
	Evolution Carbon International		Reuters	

BOOKING FORM



The fee for attending **McCloskey's European Coal Outlook Conference 2005** is £1025 plus TVA at 19.6% = £1225.90, excluding accommodation, meals and leisure facilities at the hotel. Delegates will be responsible for their own costs relating to room service, spa treatments, bar and mini bar.

BOOKING DETAILS (BLOCK CAPITALS)		I WOULD LIKE TO ATTEND (PLEASE TICK):	
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TERMS AND CONDITIONS

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Fees: £1025 plus TVA per delegate. All fees include lunch, refreshments and conference papers. Payment is required prior to the event. Bookings posted less than 10 days before the event should be confirmed by telephone. The McCloskey Group will not be held liable for non-arrival of your registration information. If you do not receive it, please call us. All invoices and registrations processed must be honoured in full, unless cancellation has been received under the terms stated below. Payment is required in full before the event.
Cancellations: Cancellations received in writing 21 days before the date of the conference will receive a full refund less a service charge of £100. We regret that no refunds can be made for cancellations received after the time. Substitutes are welcome at no extra charge. It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the speakers. In event of cancellations the organisers are not liable for any fees incurred in relation to travel and accommodation costs. This contract is subject to English Law.

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