

2015

European Base Oils and Lubricants Summit



2015 Event Speakers

Alain Mathivaud
*LUB Strategy & Business Support-
M&S, Strategy Business Analyst*
TOTAL LUBRIFIANTS

Jennifer Schmitt
*Business Analyst, Group Business
Development*
H.C.S. GROUP

Peter Tjan
*Chairman of the Management
Board*
CEC

Milind Phadke
Director, Energy Practice
KLINE

Sandy Reid-Peters
*Marketing Technical Support
Engineer, Synthetics - EMEA*
EXXONMOBIL CHEMICAL

Thomas Norrby
*Senior Technical Coordinator
Lubricants, Naphthenics*
NYNAS AB

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DAY 1

Wednesday 16th September 2015

08:00 REGISTRATION & COFFEE

08:45 CHAIRMAN'S OPENING REMARKS



R David Whitby
Chief Executive
Pathmaster Marketing Ltd

09:00 CONFERENCE PRESENTATION

The Impact of Declining Oil Prices on the Lubricants Business

- What are the consequences of a low crude price environment on the finished lubricants market?
- How does this interact with other customer and market forces impacting the lubricants market?
- What strategies can you adopt to be best placed to manage in uncertainty?



John Sargeant
Principal Consultant
RPS Energy

SESSION ONE

Base Oil Outlook

09:45 The European Base Oil Market in a Global Context

- Global supply & demand overview for base oils & what it means for Europe
- Impacts of the shifting economic centre of gravity - outlook for the availability of raw materials in a "futurescape" dominated by the Asia Pacific market
- How will the predicted changes in global trade flows and logistics impact the long-term future of Europe's port hubs?
- Europe: internal resources & the need for various base stocks. Managing the paradox: Europe's production of largely low quality base stocks & OEMs requesting finished products of the highest quality
- Europe's rapidly changing base oil landscape: Group I capacity closures & the market's response to these
- What effect are the falling crude prices having on the prices of base oils & additives?
- Crude oil price forecasts for 2016 - projected floor & ceiling for oil prices over the coming 12 months



John Leavens
Director, Downstream Consulting
IHS

10:15 Presentation title to be confirmed

Senior Representative
Kline

10:45 Panel Q&A

11:00 MORNING REFRESHMENTS

SESSION TWO

European Base oil Markets

11:45 Group IV & group V synthetic basestocks including PAG & synthetic testers - market trends & applications

Milind Phadke
Director, Energy Practice
Kline

12:15 Re-refined oils - strategic mechanisms for re-refiners to adjust market dynamics

Soenke Moehr
Director Global Sales, Marketing & Communication
PURAGLOBE

12:45 Naphthenic speciality base oils as a Group I replacement tool for the lubricant manufacturer



Thomas Norrby
Senior Technical Coordinator
Lubricants, Naphthenics
Nynas AB

13:15 Panel Q&A

13:35 LUNCH

15:00 CONFERENCE PRESENTATION

GTL Base Oils in 2015

- The advantages of GTL base oils compared to Group III and Group IV base oils.
- A unique situation for manufacturers and marketers of GTL base oils.
- How do the economics of GTL look now given the low crude prices?
- The future outlook for manufacturers and marketers of GTL base oils.



R David Whitby
Chief Executive
Pathmaster Marketing Ltd

SESSION THREE

European Finished Lubricant Market Analysis

15:45

The European Lubricants Market

- Size of the market
 - a) Evolution over the years
 - b) By country
 - c) Automotive & industry
- The drivers
 - a) Reduction of emissions
 - b) Protection of the environment
 - c) Health & safety
- Resources of base oils
- Predictions for the future



Alain Mathivaud
LUB Strategy & Business Support -
M&S, Strategy Business Analyst
Total Lubrifiants

16:05

Europalub: The European Lubricants Statistics Service - Elisse - What Can the Past Tell Us about the Future?

- Europalub background
- The European market in numbers (and pictures)
- Outlook and projections



Sebastian Crawshaw
President
Europalub

16:25

Panel Q&A

16:35

AFTERNOON REFRESHMENTS

SESSION FOUR

Regulatory Updates: GHS & REACH

17:20

REACH timeline update & the Biocidal Product Regulation



Dr Rudolf Staab
Managing Partner
REACH ChemAdvice GmbH

17:50

Classification and labelling of blends - Impact of the GHS and the 2015 CLP deadline

- Regulatory framework: What are the GHS and CLP and how do they impact formulators and suppliers?
- Key differences associated with the classification of blends under CLP and the difficulties encountered by industry
- Solutions to aid compliance
- Future amendments and GHS around the world



Richard Roy
Director
RCG Regulatory Ltd

18:20

Panel Q&A

18:35

CLOSE OF DAY ONE, EVENING DRINKS RECEPTION & GALA DINNER

DAY 2

Thursday 17th September 2015

08:30

REGISTRATION & COFFEE

09:00

CHAIRMAN'S OPENING REMARKS

SESSION FIVE

The Future of Automotive Oils in Europe CEC test development for oil performance

09:05



Peter Tjan
Chairman of the Management
Board
CEC

09:35

Re-refined base oils & biolubricants from an automotive OEM's perspective



Shaileendra Gokhale
Director
Rosefield DAA international consultants

10:05

Fuel efficiency & climate change - automotive fuel economy demands in Europe - where are we heading?

Joseph Corless
Engine Oil CTS Manager, EMEA
Afton Chemical

10:35

Panel Q&A

10:55

MORNING REFRESHMENTS

SESSION SIX

Key Lubricant Market Dynamics Metalworking Fluids

11:40



Dr Jennifer Schmitt
Business Analyst, Group
Business Development
H.C.S. GROUP

12:00

Hydraulic Fluids



R David Whitby
Chief Executive
Pathmaster Marketing Ltd

12:20

Greases & the global mining industry; open cast, underground etc.



Andreas Lindström
Key Account Manager
Axel Christierson

12:40

Industrial Gear Oils

- Trends
- Essential attributes of gear oils
- Challenges & problem solving
- New technologies

Daria Utenkova
Key Account Manager
LLC "RU SIE AGRINOL"

13:00

Panel Q&A

13:20

LUNCH

SESSION SEVEN

Advancements in Lubrication Technology Improving Energy Efficiency with Synthetic Lubricants

14:45



Sandy Reid-Peters
Marketing Technical Support
Engineer, Synthetics - EMEA
ExxonMobil Chemical

15:05

Improving performance with novel synlube basestocks



Greg Gerhardt
Market Development Manager
Elevance Renewable Sciences

15:25

Fuel Economy in Focus: Advances in Development of Energy-Efficient Lubricants & Low-Friction Coatings for Automotive Applications

- Triboconditioning as an enabling technology for the safe deployment of low-viscosity motor oils
- Switching to lower viscosity lubricants for improved energy efficiency without accruing risk of wear-related failures

Boris Zhmud
Chief Technology Officer
Applied Nano Surfaces Sweden AB

15:45

3D-Printing: Advantages & Disadvantages of Laser Beam Melting (LBM)

- Company introduction - about us and our research
- How does the additive manufacturing process work
- Quality assurance (monitoring system of the melt pool)
- Strengths (geometrical flexibility, no clamping problems, resource-saving and recycling of powder)
- Weaknesses (need for post-processing, slow building rate, limited dimensions)
- Case Study (insert for injection moulding with conformal cooling channels, aircraft fuel collector)



Christoph Ackerl
Engineering Technologies Group
FOTEC Forschungs- und
Technologietransfer GmbH

16:05

Panel Q&A

16:25

CHAIRMAN'S CLOSING REMARKS

16:35

END OF CONFERENCE & AFTERNOON REFRESHMENTS



REGISTRATION FORM SALES CONTRACT

1 Registration Fees

Please check your selection (X)

Conference, 16-17 September 2015 (Includes Documentation Packet)	£1,495 (ex vat) <input type="checkbox"/>
Documentation Packet Only	£420.00 <input type="checkbox"/>

We are selling the European Base Oils & Lubricants 2015 Summit paper at just £395 (+£25 P&P). Simply tick the box on the booking form, and your copy will be on its way to you after the meeting.

2 Organisation Details

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The cost of accommodation is not included in the event fee. Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate

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Email: cwilliams@acieu.net or Fax: +44 (0) 207 593 0071