

16-17 SEPTEMBER - VIENNA / AUSTRIA

# 2015 European Base Oils and Lubricants Summit



## 2015 Event Speakers

*Alain Mathivaud*

*LUB Strategy & Business Support-  
M&S, Strategy Business Analyst*

**TOTAL LUBRIFIANTS**

*Peter Tjan*

*Chairman of the Management  
Board*

**CEC**

*Sandy Reid-Peters*

*Marketing Technical Support  
Engineer, Synthetics - EMEA*

**EXXONMOBIL CHEMICAL**

*Jennifer Schmitt*

*Business Analyst, Group Business  
Development*

**H.C.S. GROUP**

*Milind Phadke*

*Director, Energy Practice*

**KLINE**

*Thomas Norrby*

*Senior Technical Coordinator  
Lubricants, Naphthenics*

**NYNAS AB**

## EVENT SPONSORS

**ExxonMobil**

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**CCBL**  
innovative blending technology

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**FRIGMAIRES ENGINEERS**

## 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
  - Evolution over the years
  - By country
  - Automotive & industry
- The drivers
  - Reduction of emissions
  - Protection of the environment
  - 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 Eurolub: The European Lubricants Statistics Service - Elisse - What Can the Past Tell Us about the Future?

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



**Sebastian Crawshaw**  
President  
**Eurolub**

#### 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



**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



**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 Christiernsson**



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

- Tribococonditioning 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

Organisation:
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### 4. Terms & Conditions

Registrations must be received in writing. Please complete and mail or fax a copy of registration form with a check or credit card number. Fee includes program materials, continental breakfasts, networking luncheons and refreshments.

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Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

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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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Full Name:
Job Title:

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Job Title:

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Full Name:
Job Title:

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### 3 Payment

Please select your method of payment: (X)

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**Please return your completed registration form to: Cheryl Williams**

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