

# Bunkering in Vancouver





# Who We Are

- Marine Petrobulk LP is the largest fuel supplier in Vancouver
- Company commenced deliveries in 1980
- Seaspan ULC entered a partnership in Petrobulk in 1996.
- Seaspan ULC acquired a majority interest in Petrobulk on December 30, 2015.



# What We Do

- Petrobulk supplies Intermediate Fuel Oil (Bunker C) and Low Sulphur Marine Gas Oil (LSMGO) to deep sea vessels and cruise ships.
- We buy cargoes and resell to our customers.
- Petrobulk does not operate shore tanks.



# Where We Operate

- Petrobulk primarily supplies marine fuel to vessels in Vancouver Harbour.
- Barges also deliver at terminals located on the Fraser River including Fraser Surrey Docks, Annacis Auto, Fraser Wharves
- Nanaimo
- Victoria



# Competition

- Vancouver suppliers are Petrobulk and Aegean
- West Coast competition from Port Angeles, Seattle, San Francisco, Long Beach, Panama
- Asian Alternatives Far East Russia, Korea, Japan, Hong Kong, Singapore, various Chinese ports.



# Fuel Quality

- ISO 8217 2010
- Quality control
- Fuel Grades
  - RMG380 (380cst fuel oil)
  - RMK500 (500cst fuel oil)
  - DMA (marine gas oil)



# Bunkering Operations





# Bunkering Operations

- Delivery Schedules
- Barge schedules
- Barge operations
- Tugs scheduling





# Bunkering Operations

- Pre-Bunker conference
- Bunker Safety Checklist
- Title and Risk
- Rate of fuel delivery
- Multiple Fuel Grades

# Bunkering Operations

- Sampling procedure
- Sampling location (MARPOL & Analysis)
- Vessel fuel samples
- Fuel volume confirmation
- Fuel volume delivered



# Key Market Drivers

- Vancouver Harbour vessel traffic
- Pricing in competing ports
- Global commodity demand
- Cruise Ship volume



# Key Risks

- Environment
- Safety of People
- Energy Price volatility
- Customer Credit Risk

# Bunkering in 2020

- ECA Sulphur CAP
- Fuel Prices
- LNG Bunkering

# Q & A

