



INSTITUTE OF
CHARTERED
SHIPBROKERS
CANADA

9TH ANNUAL VANCOUVER DRY BULK & COMMODITIES CONFERENCE

NOVEMBER 16, 2023

VANCOUVER MARRIOTT PINNACLE DOWNTOWN

Morning Agenda – Market Outlook

- 07:30 – 08:30** **Registration**
Breakfast & Networking
- 08:30 – 08:45** **Opening Remarks**
Dena Rantz, ICS Canada Chair
Bernie Jones, Moderator
- 08:45 – 09:15** **Western Canadian Grain Outlook**
Martin Swinyard, GrainsConnect
- 09:15 – 09:45** **Potash Market Outlook**
Sunil Varughese, Canpotex
- 09:45 – 10:00** **Speaker Q&A**
- 10:00 – 10:30** **Coffee & Networking**
- 10:30 – 11:00** **Dry Bulk Review and Outlook - Panamax**
Konstantinos Frentzos, S&P Global
- 11:00 – 11:30** **Dry Bulk Review and Outlook – Handy & Ultramax**
Peter Amat, Pacific Basin Shipping Canada
- 11:30 – 12:00** **Speaker Q&A**
- 12:00 – 13:00** **Lunch & Networking**

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Afternoon Agenda – Shipping Strategies to reduce Carbon Emissions

- 13:00 - 13:30** **ETS Maritime Decarbonization – No turning back!**
Thomas Damsgaard, General Manager for the Americas, BIMCO
- 13:30 – 14:00** **Methanol as an Alternative Fuel in Practice**
Stefan Grubic, Methanex
- 14:00 – 14:20** **Coffee & Networking**
- 14:20 – 14:50** **Decarbonization from a Charterers’ View**
Brian Houst, Cargill
- 14:50 – 15:20** **CO2 Management: Avoid & Reduce + Remove & Reuse**
Eugene Zamastyanin, 1PointFive/Carbon Engineering
- 15:20 – 15:50** **Panel Discussion**
- 15:50 – 16:00** **Closing Comments**

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SPEAKER LINEUP



MARTIN SWINYARD
COMMERCIAL MANAGER
GRAINSCONNECT CANADA

Western Canadian Grain Outlook

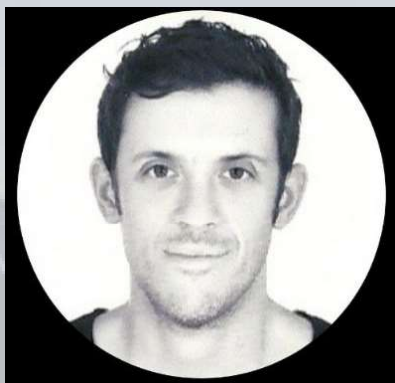
Martin dedicated twelve years of his professional career to Grain experience with a focus on analysis and trading of export markets. Began with GrainCorp based in Sydney, Australia, moved to Calgary, Canada in 2014 to work on a supply chain development solution, joined GrainsConnect Canada in 2016 soon after it was formally incorporated. GrainsConnect is a 50/50 joint venture between GrainCorp, Australia and Zen-Noh Grain Corporation, Louisiana. GrainsConnect also owns a 50% stake in Fraser Grain Terminal, in partnership with Parrish and Heimbecker, Canada.



SUNIL VARUGHESE
MANAGER - OCEAN TRANSPORTATION
CANPOTEX LIMITED

Potash Market Outlook

Overall responsible and in charge of chartering activities worldwide for Ultramax, Supramax, Handy, and Lakers shipments on behalf of Canpotex.



KONSTANTINOS FRENTZOS
CLIMATE SOLUTIONS SPECIALIST
S&P GLOBAL

Dry Bulk Review and Outlook - Panamax

Konstantinos serves as Associate Editor/Sr. Pricing Specialist at S&P Global Commodity Insights, where he provides coverage on news and pricing for the Supramax and Handysize markets across 12 routes within the Atlantic basin. His background includes product market analysis and identifying key trends for coastal tankers within the shipping industry's business development domain. Konstantinos holds a degree in Business Management, an MSc in Energy, Trade & Finance, and an MBA



PETER AMAT
GENERAL MANAGER
PACIFIC BASIN SHIPPING (CANADA) Ltd.

Dry Bulk Review and Outlook – Handy & Ultramax

Seven years ago, The Institute of Chartered Shipbrokers Canada held its very first Dry Bulk and Commodities Conference in Vancouver, BC. The conference is now considered a staple event in the shipping industry across North America, with almost 200 industry professionals attending in 2019. Speakers from all over the world, representing leading shipping and trading companies, brokerage houses and other associated industries, have presented on various topics, which have proven to be a great success. Peter Amat, General Manager of Pacific Basin Shipping (Canada) Inc., founded this event and has continuously played a key role in recruiting speakers and sponsors to the Conference



THOMAS DAMSGAARD
STRATEGY DEVELOPMENT & IMPLEMENTATION
BIMCO

ETS Maritime Decarbonization – No turning back!

Thomas Damsgaard is Head of Americas for BIMCO. Thomas started an exciting shipping career in 1990 and has earned his stripes in a succession of increasingly challenging roles within senior management and leadership for maritime market leaders. He has led several maritime start-ups and turnarounds and acts as an external advisor on leadership, strategy, and optimization to global maritime, logistics and Private Equity organizations. He serves on professional boards within shipping and logistics. Thomas holds an MBA in Shipping & Logistics (Blue MBA) from Copenhagen Business School.



STEFAN GRUBIC
SENIOR ANALYST
METHANEX

Methanol as an Alternative Fuel in Practice

As a key member of the Low Carbon Solutions team, Stefan Grubic works on emerging applications for methanol and Methanex's commercialization activities in the marine fuels space. Over his 12-year tenure at Methanex, Stefan has been part of the company's pioneering efforts to advance methanol as a marine fuel—from operations of the dual-fuel methanol tankers under Waterfront Shipping to enabling the world's first barge supply of methanol fuel in Rotterdam and the first methanol bunkering of a passenger ferry. In his latest role, Stefan has been focused on understanding the evolving regulatory landscape impacting marine fuel usage. He has been actively engaged in the development and enhancement of bunkering infrastructure for methanol in key global ports, contributing to Methanex's commitment to advancing sustainable marine fuel solutions.



BRIAN HOUST
BUSINESS DEVELOPMENT LEAD
CARGILL

Decarbonization from a Charterers' View

Brian lives in Annapolis, Maryland with his wife and two boys. He graduated from SUNY Maritime in 2002 from their Bachelor of Science in Marine Transportation & USCG 3rd Mates License Program. For over 20 years he has been involved in the dry bulk industry from ship broker to lobbyist and today as the Business Development Lead with Cargill Ocean Transportation in the Americas. Previously Brian has been a featured speaker at the Capital Link Dry Bulk Derivative Forum, the FFA forum for the Canadian Institute of Chartered Ship Brokers, the FIS Virtual Steel Mill and has previously sat on similar panels at the ASBA Cargo Conf.



EUGENE ZAMASTSYANIN
DIRECTOR, COMMERCIAL
1 POINTFIVE/CARBON ENGINEERING

CO2 Management: Avoid & Reduce + Remove & Reduce

Eugene joined 1PointFive in September of 2022. He is responsible for developing and executing commercialization strategies for 1PointFive in the fast-moving carbon removal market. Prior to joining 1PointFive, he spent 10 years with Australian mining giant BHP in a variety of roles spanning investment evaluation, strategic planning, commercial, business development and corporate development. Before his time at BHP, Eugene was an investment banker providing project finance and M&A advice for large infrastructure, energy and mining projects and companies. He holds an MBA from American University, as well as Chartered Financial Analyst (CFA) and Financial Risk Manager (FRM) designations.