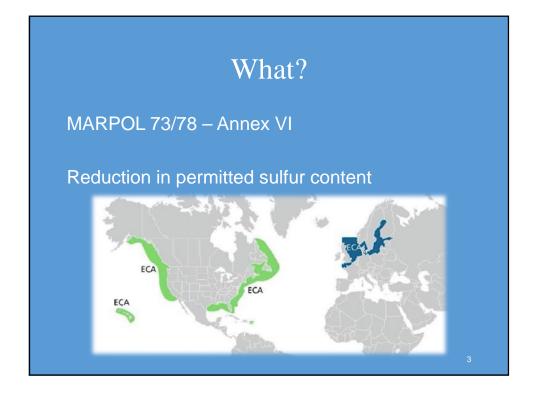


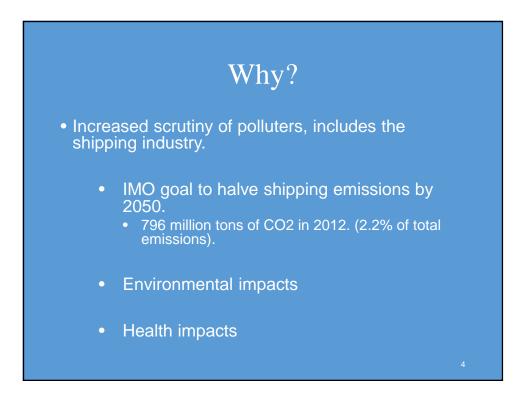
# Speaker

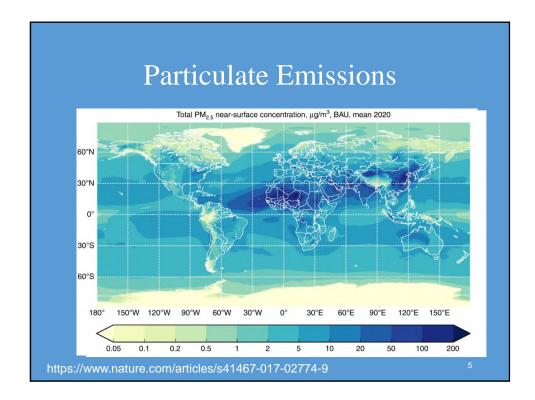
Guillermo Cancio J.D. MBA Senior Claims Executive Thomas Miller (Americas), Inc.

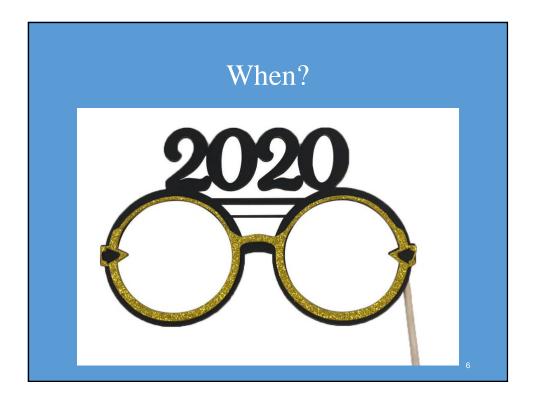
Prior: Markel Service, Inc. AGCS Marine Insurance Co.

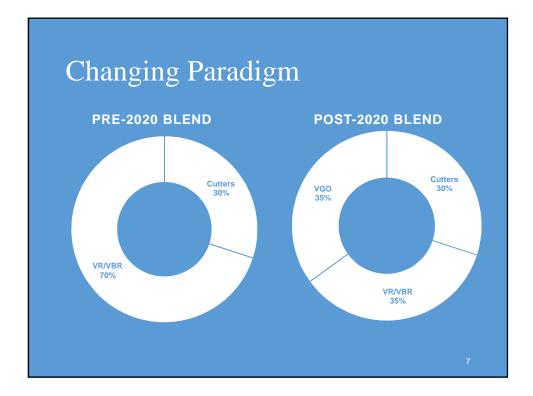
1

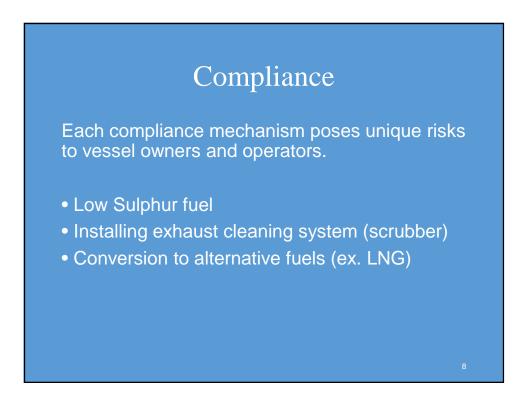












## **Residual and Distillate**

- Low sulfur bunkers are proprietary and patented.
- Cost is unknown. Costs expected to exceed \$1000 per ton.
  - Maersk estimates its fuel bill will increase by \$2 Billion USD and has already implemented a fuel surcharge effective Jan 1, 2019.
- Compatibility issues.

## Properties of Fuel Oil

- Stability
- Compatibility
- Viscosity \*
- Sulfur Content
- Acid Number
- Flashpoint
- Cat Fines
- Viscosity
- Cold Flow
- FAME Content





### Biofuels

- No large scale implementation
- Global testing
- No global availability

## Slow Steaming

- Alright a widely used compliance strategy within ECA
- Unknown effect
- Likely will be used in conjunction with other strategies



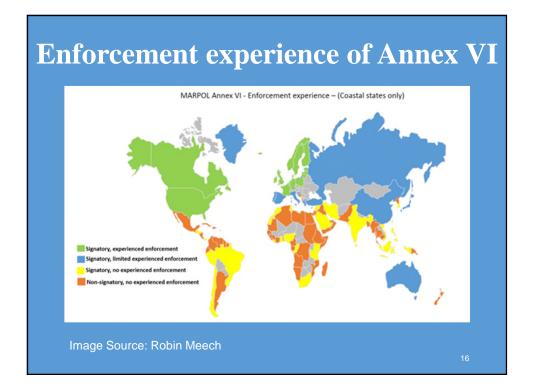
#### - Bunker Delivery Note

- MARPOL Annex VI, MERC. 176 (58)
- 40 CFR SS 1043.70 and 1043.100
- Issued by seller/bunker barge to document fuel information
- Three year retention

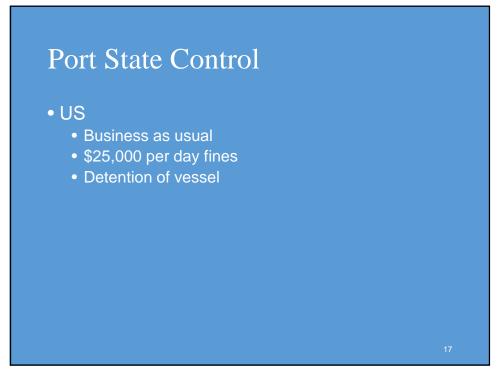
#### - Sample log

- Bunker samples (min 400 ml)
- 4 Cubitainer with tamper proof seal
- Sample retention required for 12 months





8



# Flag State

- All of the top 10 flag states by tonnage have ratified Marpol Annex VI.
- Approach to compliance unknown and likely to vary.
  - Fines
  - Vessel downtime/loss of earnings
  - Reputational risk



# Liability

- Likely to rest with charterer.
  Dependent on terms
- Test methods
  - ASTMD4740 (1 hour)
  - Total Sediment Potential (24 hours)
  - 10307-2 Procedure A (thermal ageing)

# **Insurance Implications**

- P&I
- FDD
- Hull
- Cargo Interests
  - GA Claims
  - Voyage delays
  - Increased freight rates

