

# **TANKER**Operator **Media Pack 2008**

**The definitive journal for today's tanker executive**



Now in its seventh year, *TANKER*Operator covers

- Commercial issues affecting today's tanker industry
- Views of key players in the tanker industry
- Rules and regulations affecting tanker operations
- All the latest technical developments
- Developments in best practice
- Manning and training issues

**[www.tankeroperator.com](http://www.tankeroperator.com)**

Now in its seventh year, **TANKEROperator** has established its position as a leading magazine and reference source for the international tanker industry, covering both technical and commercial developments

- In-depth **interview** with tanker operators and managers about how they achieve quality and safety in their operations
- **Manning** - how to make crew feel proud to work on your tanker - trends in sources of manning
- **OCIMF requirements** - best practice in tanker operations - how shipping companies rate themselves, how to achieve best practice, technology tools which can assist
- **Technical developments** - including gauging, discharge monitoring, ballast water management, coatings, propulsion technology, navigation technology, initiatives from class and vapour control
- The **image** of the tanker industry - initiatives around the world to improve the industry's image and reports on the discussion
- **New legislation** - concise reports on new regulatory challenges from IMO, EU, US and others
- The latest **technology and management thinking** about minimising impact on the environment from tanker operations
- **Commercial developments** and how they affect the tanker industry
- **Tanker technology** news including new products
- **Class society** news and developments relevant to tankers
- **Shipping company** interviews about their approach to safety and quality
- Concise **regulatory development** updates - EU, US, IMO
- **Market commentary** and insurance and legal issues
- **Industry conferences** including Mare Forum, ICS, InterManager



We furthered our position in the industry with our series of groundbreaking events about the oil companies' TMSA (Tanker Management Self Assessment), held regularly around the world since June 2005 in Oslo, Athens, Cyprus, Dubai, Singapore, Rotterdam and Hong Kong.

Our magazine will be published 8 times during 2008, with additional supplements covering a review of the worldwide tanker shipping industry (January), Greek tanker shipping (June) and ice class tankers (October).

The tanker industry is about moving the bulk liquids around the world which everybody depends on to run cars, trucks, planes, trains and trucks.

Moving enormous amounts of dangerous cargo around the world, protected from dangerous waters by thin sheets of steel.

Being governed by regulators who cannot be relied upon to make the best decisions for the interests of tanker safety, or be fair to the people who make their best efforts for tanker safety.

The tanker industry is the people who work on ships, manage them on shore, own them, survey them, and provide equipment and services for them.

This is the industry which *TANKEROperator* magazine serves.

Whilst we don't tell people how to do their jobs, we provide up to date, useful information about developments in the industry, written by expert journalists, which, we hope, will provide some assistance.

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## **Advertising in *TANKEROperator***

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We offer tanker industry vendors a marketing vehicle which will get your message onto the desks, and in front of the eyes of tanker industry buyers.

Many buyers are too busy to attend trade shows - many buyers are also located in parts of the world where trade shows are not being held.

Our magazine is sent 8 times a year to at least 1500 tanker industry executives in over 50 different countries, and plenty more download our magazine electronically.

There are 3 annual reviews: an overall review of the tanker industry, published every March; a Greek / Norwegian shipping review (depending if it is a Nor-shipping or Posidonia year), published in June; and an ice tankers review, published in October.

We offer a range of options as well as full colour advertising - this includes online banner advertising, special print supplements, online promotions and inserts.

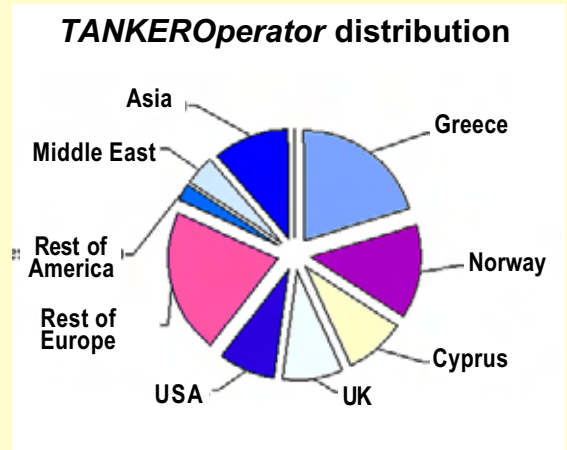
Please contact our advertising sales manager David Jeffries to discuss the options further on [djeffries@onlymedia.co.uk](mailto:djeffries@onlymedia.co.uk),



**TANKEROperator** is mailed to between 2,000 and 3,000 audited print circulation, plus additional audited electronic circulation and distribution at trade shows.

66 per cent of the print circulation is sent to

senior shipping company employees, including tanker owners, operators and managers, in positions including fleet superintendent, marine manager, operations manager (see following page for further information).



We continually improve and refresh our mailing list using our e-mail newsletter, which is often circulated around the industry, within companies and business groups. People are asked to complete their name and address before being able to view a story. This generates continuous new names for our database, and allows us to gradually retire old ones.

## Additional distribution

Additionally, **TANKEROperator** is available electronically (as pdf), which further boosts the exposure of your advert.

Electronic magazines are becoming popular because they are easier to distribute, easier to carry when you travel, easier to share with colleagues, and easier to store and search as a reference source for many years to come.

Your advert will appear in the online (pdf) edition exactly the same as in the print magazine.

We additionally distribute our print magazine at major shipping conferences, including Posidonia, SMM, Europort, Nor-shipping and Maritime Cyprus. At most of these events our magazines are at a prominent distribution point near the entrance.



## Sample of readers: *TANKER*Operator has been specifically requested in the period May 2007 to August 2007 by the following people:

**Aegean Bunkering Services Inc.**, Operations Manager, Greece

**Alaska Tanker Co.**, Marine Personnel Manager, USA

**Algoma Central Corporation**, Vice President Marine, Canada

**Alliance Tanker Chartering Pte Ltd**, Operations Manager, Singapore

**American Eagle Tankers**, Second Mate, India

**Anglo Eastern Shipmanagement**, QHSE Engineer, Singapore

**Austin Navigation**, Operations Executive, Singapore

**Axion Shipping**, President, USA

**Aygaz**, Quality Management Representative, Turkey

**Azalea Maritime**, Fleet Manager, Netherlands

**Azteca Management**, Executive Director, Mexico

**Barry Rogliano**, broker, France

**Barwil Unitor Ships Service**, Shipping Executive, Malaysia

**Barwil Westext Sdn Bhd**, General Manager, Malaysia

**Belchem Singapore**, Superintendent, Bermuda; Marine Superintendent, Singapore

**Black Sea Marine**, Director, Singapore

**Bonag Inc.**, President, USA

**Brostrom Tankers AB**, Manager, Marine Department, Sweden

**Calisa**, Chief Officer, Italy

**Castle Oil Corporation**, Marine Manager, USA

**Centrofin Management Inc.**, Marine Human Resources Manager, Senior Marine Superintendent,

**Ceres LNG Services**, Newbuilds Inspector, superintendent, Greece

**Chevron Shipping Company**, Marine Manager, Turkey; Procurement Manager, Manager LNG projects, Hull and Systems Engineer, USA

**Compass Maritime**, Vice President, USA

**Dorval Shipping**, President, USA

**Eletson Corp.**, Port Captain, Greece

**EMS Ship Management**, Head of Quality and Safety, Singapore

**ESMC**, chief engineer, Spain

**Essar Shipping Limited**, Sr.Vice President Marketing (Tankers), India

**Ever Energy**, Managing Director, Greece

**Executive Ship Management**, Purchase Superintendent, India

**ExxonMobil**, Charterer, Belgium; manager LNG shipping, Qatar

**Fairway Trading Company (P) Ltd.**, Chartering Manager, India

**Fleet Management Ltd**, Master, Great Britain

**Freeboard Marine**, President, USA

**Future Marine**, supply manager, Egypt

**Galaxy Shipping Corp.**, Manager, Sales Dept, Taiwan

**General Maritime Management (Hellas) Ltd.**, Claims and Insurance Dept., Greece

**Glencore UK Ltd**, Business System Manager, Great Britain

**Grupo TMM SAB**, Operations Director, Mexico

**H.Albert GmbH**, Export Manager, Germany

**Herning Shipping**, shipbroker, France

**HS Wismar**, Ship handling Simulation, Germany

**Humboldt Shipmanagement**, superintendent, Chile

**Inchcape Shipping Services**, Business Analyst, Singapore

**Internavi**, Co-manager, Morocco

**Interorient Navigation**, Technical Superintendent, Cyprus

**Ishima Pte Ltd**, Marine Manager, Singapore

**J. Lauritzen Singapore**, Managing Director, Singapore

**Jordan Academy for Maritime Studies**, Tanker operation trainer, Jordan

**JSC "NOVOSHIP"**, General manager ARC, Russia

**Korea Line**, Personnel, South Korea

**Laskaridis Shipping**, Fleet Operator, Greece

**Lavinia Corporation**, Commercial Director, Greece

**Magsaysay Maritime Corporation**, Consultant - Training, Philippines

**Mar Oil** - Apoio Maritimo Ltda, Mooring Master, Brazil

**Marinpet Petrol Denizcilik Ltd**, Managing Manager, Turkey

Marlow Ship Management, Designated Person Ashore, Germany

**MEC Co.**, Ltd, Manager Marine, Japan

**Metrostar Management**, Superintendent Engineer, Greece

**MISC Berhad**, Manager HSE & LP, Malaysia

**MMS Maritime Agency(I)Pvt Ltd**, Chief Operating Officer, India

**MOL**, Fleet Administrator, Fleet Manager, Great Britain

Naviera Miraflores SAC, Director, Peru

**Neste Shipping Oy**, Senior Technical Adviser, General Manager - fleet performance, Finland

**Nigerian LNG**, Chartering Administrator, Nigeria

**NITC (national iranian tanker company)**, engineer, Iran

**Novoship (UK) Ltd**, Port Captain, Great Britain

**Novoship UK Limited**, Tech Assistant, Great Britain

**NYK**, Senior ops Manager, superintendent, IT executive, Singapore; Area Marine Representative, United Arab Emirates

**Odfjell ASA**, Surveyor, Norway

**Odfjell Seachem**, Project Manager, Norway

**Olympic Shipping and Management**, I.T. Manager, Greece

**OMC S.A.**, Designated Person, Switzerland

**OSG**, 1st Assistant Engineer, USA; Head of SQE, Group Training Manager Greece; General Manager Marine, UK

**OSM**, Managing Director, Norway; General Manager, Croatia

**Otto**, Superintendent, Turkey

**PDVSA**, Engineer, Venezuela

**Pertamina Shipping**, Tonnage Analyst - Shipping Operation, Indonesia

**Petrobras**, Engineer, Brazil

**Petronet LNG Limited**, Process Officer, India

**Philippine Standard Shipmanagement Inc.**, General Manager, Philippines

**Pleiades Shipping Agents**, Operations Director, Greece

**PT Aicindo Tata Jaya**, Manager, Indonesia

**PT.Berlian Laju tanker Tbk**, Head of Crew Development, Indonesia

**Qatar shipping company**, Marine Superintendent, Chartering Officer, Qatar

**Rederiet Stenersen**, Technical Director, Norway

**RMK Marine Shipyard**, Project Engineer, Turkey

**Santos(Sampang)Pty Ltd**, Marine Supervisor, Indonesia

**Sasemar**, Chief of Staff, Spain

**Seaarland Shipping Management GmbH**, Commercial Projects Manager, Austria

**Siam Mongkol Marine Group**, Deputy Quality/Safety Director, Thailand

**Skaugen PetroTrans Inc**, Senior Vice President, USA

**Star Reefers UK Ltd**, Sr VP Marine Ops, Great Britain

**Stealth Maritime**, Chief Operations Officer, Greece

**Stolt-Nielsen Transportation Group**, Senior Program Manager, Netherlands

**Tankerska Plovidba**, Safety Manager, Croatia

**Teekay (Shipping Glasgow)**, Contracts Manger, Great Britain

**Thenamaris Ships Management**, Executive Director, Greece

**Tokyo Marine Co.**, Sub-Manager, Japan

**Top Tanker Management Inc**, Safety & Quality Manager, Greece

**Torp Technology AS**, Manager LNG Systems, Norway

**Trefin Tankers**, Operations Director, Greece

**Unicom Management Services (Cyprus) Ltd**, First Deputy Managing Director, Marine and Safety manager, Senior Operator, Cyprus

**Unique Shipping**, Senior Manager, Hong Kong

**Unisea Shipping Ltd.**, President, Greece

**Uniship Ghana**, Managing Director, Ghana

**United Arab Shipping Co.**, Supdt. ISM & QC, United Arab Emirates

**Univan Ship Management Ltd**, Technical Superintendent, Hong Kong

**US Coast Guard**, General Engineer, Program Area Manager, USA

**V.L & Cia. Ltd.**, Regional Manager, Columbia

**V.Ships MS&Q Manager**, Switzerland; Marine safety & quality Superintendent, Great Britain

**Vela International Marine Limited**, Superintendent, United Arab Emirates

**Vroon**, Managing Director, Operations Manager, Netherlands

**Wappen Reederei**, Superintendent, Germany

### JANUARY/ FEBRUARY

- ◆ China Report
- ◆ Danish Report
- ◆ Chemical/Product tankers
- ◆ Ship Registers (Flag States)
- ◆ Shiprepair
- ◆ Ballast Tank Coatings
- ◆ Tank Gauging

### MARCH

- ◆ US Report
- ◆ Japan Report
- ◆ Shipmanagement
- ◆ Vapour Control Systems
- ◆ Cargo Pumps
- ◆ Ballast Water Management
- ◆ STS Transfers/STS Interface

**Special supplement:**  
*Tanker Shipping Review*

**Bonus distribution:**  
*CMA, Sea Japan  
Lloyd's List Ice Tankers  
conference, Asia Pacific  
Maritime, Singapore*

### APRIL

- ◆ Middle East Gulf
- ◆ Manning & Training
- ◆ Classification Societies
- ◆ Cargo Monitoring
- ◆ Bunkering

**Bonus distribution:**  
*Intertanko Istanbul Meeting*

### MAY

- ◆ Turkey Report
- ◆ UK Report
- ◆ Tank Cleaning
- ◆ Electronic Chart Systems
- ◆ Manoeuvring Systems
- ◆ Propulsion Systems and the Environment
- ◆ Condition monitoring
- ◆ Ship Finance
- ◆ H&M Insurance

### JUNE

- ◆ Shiprepair & Maintenance
- ◆ Emissions Control
- ◆ Fire Protection & Emergency Response
- ◆ Posidonia Preview

**Special supplement:**  
*Greek Tanker Review*

**Bonus distribution:**  
*Posidonia*

### AUGUST/SEPTEMBER

- ◆ German Report
- ◆ Third-Party Shipmanagement
- ◆ Gas Detection
- ◆ Chartering Operations
- ◆ P&I
- ◆ SMM Preview

**Bonus distribution:** *SMM*

### OCTOBER

- ◆ Russia Report
- ◆ Italian Report
- ◆ Auxiliary Propulsion Systems
- ◆ Satellite Communications Systems
- ◆ Underwater Maintenance
- ◆ Safety Systems
- ◆ Goal-Based Standards

**Special supplement :**  
*Ice tankers*

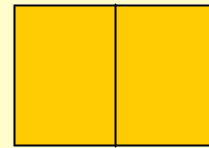
### NOVEMBER/ DECEMBER

- ◆ Swedish Report
- ◆ Training Systems
- ◆ Navaisds
- ◆ Tank Cleaning
- ◆ Vapour Control/ Emissions
- ◆ Bunkering

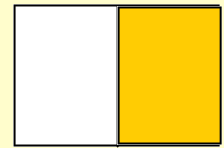
*\*subject to change*



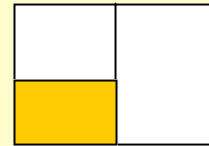
Size	Rate
DPS	£2420
Full page	£1980
Half page	£1100
Quarter page	£ 800



DPS



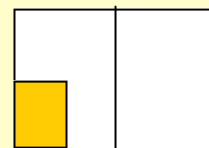
Full page



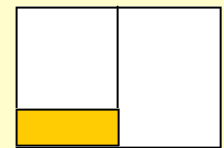
Half page (H)



Half page (V)



Quarterpage (H)



Quarterpage (H)

Frequency discounts, special positioning requests, non-standard sizes, etc can be arranged. Other advertising options include belly bands, inserts, gatefolds - technical specifications and prices upon request.



## Technical specifications

Size: Paper (trim) size : 210 mm wide x 297 mm high

	With bleed (w x h mm)	Type area (w x h mm)
DPS	430 x 306	400 x 277
Full page	216 x 303	190 x 277
Half page horizontal		190 x 139
Half page vertical		93 x 277
Quarter page horizontal		190 x 70
Quarter page vertical		93 x 139

### Sending Material:

Our preferred format is high resolution PDF (version 1.3), the files should be supplied to the correct ad size. Colour profile should be as CMYK with fonts embedded and all elements set to 300dpi. Settings available on request.

### Options for sending material:

- Email attachment to [chee@btconnect.com](mailto:chee@btconnect.com) (if less than 15Mb)
- Upload onto ftp site: FTP name [ftp.doag.net](ftp://ftp.doag.net)  
 Username [fryebl476](#)  
 Password [stuar942](#)  
 Put files in the folder marked "www" and inform Vivian Chee at [chee@btconnect.com](mailto:chee@btconnect.com)
- If mailing/couriering CD, send to Vivian Chee, 128 Southfield Road, London W4 1AY, U.K.

TANKEROperator weekly e-mail newsletter  
- banner advert opportunity



TANKEROperator website  
www.tankeroperator.com - banner  
advert opportunity



We offer you a broad range of online marketing opportunities (through our e-mail newsletter and website [www.tankeroperator.com](http://www.tankeroperator.com)) which we believe are unrivalled in this industry sector.

We can place your banner advert in our e-mail newsletter, between our logo at the top and our news, so 6,000 newsletter recipients can see it every week.

Once they click on the news and go through to our website to read the full story, we can put your banner on the top of every website news page, or in the left or right hand column.

We can provide you with data about how many people actually saw your advert and how many people clicked on it, something you can't do with print advertising.

## Prices

### Website banner

Large (470 x 60 pixels) £500 for 1 month  
Small (180 x 60 pixels) £300 for 1 month

### Newsletter banner

Large (up to 470 x 150 pixels) £1000 for 1 month  
(four insertions)  
Small (180 x 60 pixels) £600 for 1 month (four insertions)

## Contact details

**Ian Cochran,**  
Editor

Tel: +44 (0)20 7510 4933 (office)  
+44 (0)20 7537 4896 (home)  
Mobile: +44 77 481 44265  
E-mail: [cochran@tankeroperator.com](mailto:cochran@tankeroperator.com)

**David Jeffries,**  
Advertising Manager

Tel: +44 (0)208674 9444  
Mobile: 0797 364 2086  
Fax: +44 (0)20 8674 2743  
Email: [djeffries@tankeroperator.com](mailto:djeffries@tankeroperator.com)