Posidonia 2012
The Party of Aegean

Aegean Marine Petroleum
Portland, UK Port
Ready for the Olympic Games

HEC
Waste Reception Facilities

Plus
Flows & Currents
Travel with Aegean

The Great Posidonia Experience
let's keep our sea alive!
The human network
In the age of e-mail, the Internet, Facebook, Twitter and Linked In, it is important to reflect on how valuable human interaction is in our professional lives.

The Posidonia Exhibition held recently in Athens provides a good example of how valuable face-to-face meetings are in the business environment. More than 18,000 shipping professionals from around the world met at Posidonia, where they were able to talk throughout the week.

Events such as Posidonia provide the shipping community with a venue to discuss challenges, trends, partnerships and relationships in a manner that builds strong bonds among all members of the maritime industry.

Aegean, for instance, is able to have its bunkering and shipping executives meet customers, from around the world, in just a few days. This "compressed" experience provides feedback and ideas, so that new approaches and solutions can be developed and win-win relationships built and maintained.

Another pointed example of the value of the human network is that of Aegean’s commitment to the education of young people. Recently, a group of students from the University of Piraeus spent a day at Aegean’s offices learning the ins and outs of day-to-day business operations.

This kind of direct interaction, where students are able to witness the workings of a global maritime company and ask questions freely of industry experts, provides the students with invaluable knowledge. Equally important, the students are able to take away a more intangible benefit—the care and interest shown to them by busy professionals.

Such interactions can be deep and meaningful to students and equip them with a strong desire and resolute commitment to the maritime industry.

We will continue to be efficient with e-mail. But we should always strive to maintain the human bond. It’s good for business. And good for us.

Raymond Matera
Publisher
To Repo(we)rGreece είναι μία διεθνής εκστρατεία δημόσιας διπλωματίας, με στόχο να αντιμετωπίσουμε τα αρνητικά στερεότυπα που επικρατούν για την Ελλάδα και να αποκαταστήσουμε την αξιοπιστία της στη διεθνή κοινότητα με άξονα όχι τις αποτυχίες ή τα συμφέροντα λίγων, αλλά τις ικανότητες, τα ταλέντα και τα επιτεύγματα των πολλών.

To Repo(we)rGreece αναζητά και προβάλλει σύγχρονες και επικοίνωμης αντιλήψεις σε ιστορίες και θέσεις που εξεχούν και εμπνέουν από τοπικές ιστορίες που επηρεάζουν την πορεία της χώρας.

Μέσα από ένα σύνθετο διεθνές πρόγραμμα δημοσίων σχέσεων, αυτές οι ιστορίες γίνονται το πρόσωπο της Ελλάδας που προορίζει, βρίσκει λύσεις, δημιουργεί προοπτικές και ορίζει εκ νέου το στίγμα της.

Repo(we)rGreece is a grassroots public diplomacy campaign that seeks to restore our country’s credibility and challenge the international misconceptions of Greece and her people.

The campaign showcases and elevates stories, thoughts and opinions which stand out and inspire from the country’s sectors of strategic interest.

Repo(we)rGreece endeavors to confront the negative stereotypes that arise from the failures and interests of the few by showcasing the strengths, talents, and achievements of the many.

**repo(we)r Greece**

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A First for Aegean in the Tennis Tournament

In a tennis tournament between oil trading companies, held in Filothei’s tennis club from May 15-31, 2012, Aegean won first place in the men’s singles with the participation of Peter Poulidis, and third place in the men’s doubles with the participation of Panagiotis Katsivardelos and George Ziglis.

The companies that participated in the tournament were: Aegean, Avin, BP, Chevron, Coral-Shell, Eko, Hellenic Petroleum, Hellenic Fuels, Elinoil, Jetoil and Petrogaz.

Blood Donation at Aegean’s Aspropyrgos Installation

On June 14, 2012, a mobile blood donation unit of the Greek Red Cross came to Aegean's Aspropyrgos Installation, where volunteers from the company's personnel donated blood in order to reinforce Aegean's Blood Bank. The participation was very satisfactory and the Greek Red Cross, marking the occasion of Aegean's fifth blood donation over the past two years, presented all volunteers with a commendation for their efforts. We congratulate all of those who participated in this initiative:


New Aegean Personnel

The following employees have joined the Aegean work force:

**AEGEAN OIL**

Christos Arhondakis
Nikos Panoppoulos
Anastasia Tsiliki

**AEGEAN MARINE PETROLEUM**

George Giolias
Pavlos Zervogiannis
Sofia Pilia

**AEGEAN BUNKERING SERVICES**

Eleftheria Voudouri
Christos Zaproudis
Ioannis Kokkalas
Dimitrios Kokkinis

New Stations in Aegean’s Retail Network

The Aegean network continues to grow. Listed below is yet another station that has started displaying the Aegean Logo during the past months:

AGIOS NIKOLAOS, LASITHI PREFECTURE, CRETE

MENEGAKI MARIA - MENEGAKIS PANDELIS

PARTNERSHIP

Logging On

Customers and associates of Aegean may visit the company’s website, www.aeganoil.com, to learn about the company’s activities. Bunkering customers may register online to conduct business and maintain contact with the bunkering department at www.ampni.com.
Students of the post-graduate Program in Maritime Studies of the University of Piraeus visited Aegean’s headquarters in Piraeus on April 6, 2012. Aegean executives including George Melissanidis, Spyros Fokas, Spyros Gianniotis, Apostolos Rizakos, and Gregoris Robolakis welcomed Professor Lefteris Thalassinos and his group of students in the conference room of Aegean’s headquarters at 10 Akti Kondyli in Piraeus. There, students presented their project on publicly-traded Aegean Marine Petroleum Network Inc. (AMPNI).

The project was part of the course "Economic Modeling" in which, with the valuable assistance and guidance of Professor Thalassinos, students were given the opportunity to study, analyze and evaluate the performance of Aegean Marine Petroleum. To do this, students employed various economic tools and models as well as the company’s published annual reports up until and including 2010. The choice of AMPNI as the research subject was not a difficult one. The students sought out a company that was a pioneer in its field and one that has left, and continues to leave, its footprint on the global energy map. The presentation was followed by questions from company representatives and students, creating a meaningful and interesting exchange of views on the strategic analysis of the company. Topics of discussion included competition in the industry and the company’s position in the sector in relation to its competitors. The evaluation of their efforts by competent and distinguished AMPNI executives, in the presence of George Melissanidis, was a valuable experience for the students. It also provided the students with further incentive for ongoing analysis and evaluation of their results.

At the end of the presentation, students were given the opportunity to tour the Aegean offices and learn some of the “secrets” of the job. Finally, students were each offered a gift, treated to dinner at the restaurant, and given a souvenir photo taken at the entrance of Aegean’s headquarters on Akti Kondyli to remember their visit.

On March 3, 2012, the post-graduate students, accompanied by their Professors Lefteris Thalassinos and Stratos Papadimitriou, also visited the offices of Aegean in New York. At Aegean’s New York headquarters, Nicholas Tavlarios, AMPNI President, together with Georgia Kounalakis, Regional Marketing Manager, welcomed the students, and briefed them on the company’s activities. The executives provided their analysis on the structure and function of the company as well as their thoughts on what it entails to be a publicly traded company on the NYSE.

Youth is vital to the future and Aegean strongly believes in providing guidance for the next generation. We wish the students at the University of Piraeus the best of luck in their future endeavors!
Aegean, a Key Player in Singapore

Despite a challenging 2012 in the shipping market, the Singapore bunker market remains very resilient. Judging by the first five months performance, 2012 is on track to match last year’s record performance of 43 million metric tons. Aegean Singapore is a key supplier in this important market and last year Aegean Singapore was ranked among the top ten suppliers by volume. Today, Aegean remains a sought after name amongst major Japanese ship owners and customers seeking assurance in problem-free supplies. This year, SIBCON (Singapore International Bunkering Conference) will be held from October 16-19 and is expected to attract 1,500 delegates. Aegean is honored to be appointed by MPA to sit on the organizing steering committee, and Aegean Marine Petroleum’s Managing Director, Apostolos Rizakos, has been invited to speak at the event. Aegean’s Singapore office comprises of trading, technical, marine and operations departments. During the course of a normal working day, everyone works very hard in their own field, leaving little time to interact with one another. However, the office organizes regular casual lunches and other events for the staff to mingle and get to know each other better. This year’s Chinese New Year’s lunch, for example, was held at a halal restaurant so that our Muslim colleagues could celebrate this tradition with the rest of us. And what would a Chinese New Year’s lunch be without the main highlight of “Lo-hei”: It is believed that the higher one throws the salad, the more luck and prosperity the New Year will bring! (See photos)
Aegean Oil Sponsors Endurance Practice

The first, and highly successful, Aegean Endurance Practice took place on Sunday, June 17, at the Karting Center of Agios Kosmas. The event was organized by Maranello Kart Hellas and sponsored by Aegean Oil. The 11 teams, with 22 drivers who participated in the endurance race, in total covered a distance of 1,400 kilometers. The race lasted two hours, with the winning team the one that completed the most laps.

The presence of Alexandros Margaritis—Greek professional driver, Deutsche Tourenwagen Masters driver and 2011 German Touring Car Champion—proved the highlight of the day. The Greek champion, born in 1984 in Bonn, Germany, handed out autographs, and voiced his hopes to participate in the next Maranello Hellas event.

The winning team in the TAG category consisted of Thanassis Ladas and Alexander Margaritis, with 240 laps. The second place team of Christos Douvris and Kostas Peronis completed 207 laps while the third place team of Tassos Kougias and Polydoras Tsianikas finished 182. In the Shifters category, the winning team of Nektarios Katikas and Dimitri Lentzos completed 231 laps. In second place, Tassos Gripiotis and George Kokkinidis finished with 197 laps. Finally, the team of Vasilis Koukouletas and Takis Konstandineas finished in third place with 157 laps. In the Hobbie category, the winning team was that of Alexander Nikolouzos and Vaggelis Panou. The Big Juniors team came in second place, with twelve year old George Papadatos completing 129 laps on his own.

Safety at Work Seminar at Aegean’s Aspropyrgos Installations

A seminar covering safety at lubricants and fuel installations and general workplace safety, took place on June 20, 2012 at Aegean’s Aspropyrgos installations. Participation was remarkable. Nikolaos Panagopoulos, Aspropyrgos Installation Manager, was the keynote speaker for the event, sharing his extensive knowledge in the field of lubricants and fuels. ‘Safety Concerns Us All,’ was the event’s main slogan, a concept that should be an integral part of our lives!

Particular emphasis was given to the tank truck drivers, who must exhibit extreme care given the high degree of risk in their work. The event featured videos from various disasters, which were shown as an illustration that catastrophe can start from “minor incidents.” All participants voiced commitment to participate again in new seminars to ensure a safe and excellent working environment!
Climate Change Threatens Thermoelectric Plants

A study entitled Vulnerability of U.S. and European Electricity Supply to Climate Change, published in Nature Climate Change Journal by American and European scientists, suggests that higher water temperatures and reduced water flow in rivers due to climate change will affect the operation of thermoelectric power plants. Thermoelectric plants cover 90 percent of energy needs in the U.S. and consume about 40 percent of freshwater.

In Europe, thermoelectric units cover three-quarters of the energy needs and consume 50 percent of freshwater. The lignite-fired plants and nuclear plants convert large volumes of water into steam, which drives the power generators. Furthermore, these plants require a lot of water at constant temperatures to cool the generators. Thus, any change in water temperature affects their operation.

"Considering the increase in future electricity demand, there is a strong need for improved climate adaptation strategies in the thermoelectric power sector to assure future energy security," the report concluded.

Greece at the Top in the European Citizens Climate Cup

The European championship of energy savings came to an end, with Greece in the first place among ten European countries. The competition was open to all European families and individuals and was based on residential energy consumption. Participants had one year to implement measures in their homes, which would help reduce overall energy consumption. During the contest, which ended on April 30, more than 8,000 households around Europe participated and adopted practices to reduce their energy footprint.

Countries were graded on the basis of citizen participation and final energy savings attained. Greece ranked first in entries, both in proportion to its population and in absolute numbers. Overall, 2,845 Greek households registered, while the second place country for entries, Germany, reached 1,888. Regarding electricity savings, Greece placed second, with savings of 10.52 percent achieved during the contest period. First place Bulgaria managed to achieve 13.62 percent savings in the competition.

Similarly, in the category of heating energy reductions, Greece placed first, reducing consumption by 6.16 percent. In second place, households in the United Kingdom reduced heating consumption by 4.84 percent.

Spiros Polemis Steps down as Chairman of the International Chamber of Shipping

After six years in the position of President of the International Chamber of Shipping (ICS), Mr. Spyros M. Polemis decided to step down. Consequently, during the annual assembly of the Chamber on May 25 in Queensland, Mr. Masamichi Morroka from Japan was elected the new ICS President. The International Chamber of Shipping is the recognized international shipowners trade association, with a membership of national shipowners associations from 36 countries, representing all business sectors and over 80 percent of the world’s merchant fleet.
Focus in New Ship Design and Performance at Posidonia 2012

The shipping industry seeks new approaches to ship design and performance to counteract the effects of high oil prices and emission regulations. The Japanese shipbuilder, Namura, an exhibitor at this year’s Posidonia exhibition, has invested heavily in the development of new energy efficient designs and is near the end of the Green Ship Project, designed to break new grounds in fuel consumption efficiency. “Every owner is interested in cutting costs so we are trying to develop new technologies that help reduce CO₂ levels and fuel consumption by 30 percent,” said Kazutomo Taguchi of Namura planning and development.

President of Greek Shipowners Optimistic About the Future of Shipping

The President of the Greek Shipowners Union, Theodore Veniamis, on the occasion of Posidonia exhibition, highlighted a range of issues regarding Greek oceangoing shipping, and expressed his optimism about the future of Greek shipping in general. “Once again, Posidonia, with its impressive presence in our country, highlights the dynamism and strength of Greek shipping,” said Mr. Veniamis. “Despite the dire global crisis and the difficult days our country is experiencing, Greek shipping maintains its international leadership and its productive ties with Greece, while preparing to meet the challenges of a largely uncertain future.” Mr. Veniamis continued, “A fleet of 3,325 ships with a total capacity of 227 million dwt, constantly modernized, with a mean age of 10.5 years, and a tradition of flexible and creative management, all justify optimism in the future of Greek shipping.”

International Day of the Seafarer 2012

On June, 25, 2012, the International Day of the Seafarer, the International Maritime Organization (IMO) sent a message around the world asking people on social networks to highlight just how important seafarers are. The IMO asked that users describe an object, which came by sea, without which they cannot live. Users were encouraged to take a photo, write a description, record a song, or make a film and then post it on the social platform of their choice along with the campaign slogan, “Thank you seafarers.”” In his message, IMO Secretary General, Mr. Koji Sekimizu, said, “On the Day of the Seafarer, let us pay tribute to the world’s 1.5 million seafarers for the unique and all-too-often overlooked contribution they make to the well-being of us all. Let us remember all those things that came by sea and without which we could not live. And, most importantly, let all of us make this the occasion on which we say ‘Thank you, seafarers.’” Addressing shipowners, he urged them to “provide comfortable accommodation, access to the internet and other facilities that we all take for granted ashore” and asked flag and port states to provide all necessary training tools “to ensure that young persons are trained effectively so that they can perform well onboard ships.” Reaching out to young people in search of a career, Mr. Sekimizu, urged them “to seriously consider seafaring, as even today it provides the chance to see the world and get paid for doing so!”
The 23rd International Posidonia Exhibition took place June 4-8, at Athens’ 60,000 m² Metropolitan Expo Exhibition Centre. 1,870 exhibitors participated, 312 of which were domestic companies with the remaining 1,558 companies coming from 87 countries. The total number of visitors, a record high 18,547, represented 92 countries.
Posidonia is the world’s premier maritime event. Taking place every two years, the exhibition provides senior shipping executives from around the world the opportunity to meet in Greece, exchange their views and reaffirm their ties with the local shipping community.

Greek shipowners, with the largest merchant fleet in the world, are an important influence in global shipping and are the center of focus for large international shipbuilding companies. “In addition to their global leadership position, Greek shipowners continue to have a dynamic presence and place large orders, particularly in the dry cargo transport sector,” said Theodore Vokos, Posidonia’s Project Manager. “Dry cargo ships represent 62 percent of Greek orders during the first quarter of the year. This is a tangible proof that Greek shipping remains the largest player in the market for new ships, services and ship equipment.”

The Greek fleet also contributes significantly to the Greek economy. According to estimates, from 2000-2010, Greek shipping contributed a total of 140 billion Euros to the Greek economy, equivalent to 50 percent of the country’s debt in 2009. “These numbers reflect the strength of Greek shipping and indicate the importance of the Posidonia Exhibition,” said Mr. Vokos. “For five decades, this exhibition has actively promoted the country’s most important economic sector around the world.”

Mr. Vokos also noted that the biennial event generates approximately 50 million Euros in revenues for Athens and Piraeus businesses in the areas of hospitality, transportation, stand construction, food, entertainment and events. Part of this inflow comes from the many networking, accommodation and sporting events traditionally included in the Posidonia program. For the first time this year, a Posidonia golf tournament was held at the Glyfada Golf Course, on Sunday, June 3, with the support of Theenamaris and Costamare companies. The program also included the Posidonia sailing competition—the Posidonia Cup, sponsored by Lloyds Register—and the third Posidonia ShipSoccer Tournament.

“Posidonia is much more than just an exhibition,” said Mr. Vokos. “It is an institution of the shipping industry, a platform that goes beyond narrow commercial and marketing objectives. Posidonia offers a truly dynamic environment that acts as a catalyst for growth, at the same time promoting a positive image of Greece throughout the world.”

The official ceremony took place on Monday, June 4 with then Greek Prime Minister Panagiotis Pikramenos presiding. Many government officials, foreign diplomats and representatives of Greek and international maritime organizations were also present.

Mr. Pikramenos called the participation of so many exhibitors at this year’s Posidonia “a vote of confidence to the Greek shipping community,” adding that, “the Greek state must support and respect the significant potential of the sector, which has established Greece at the top of the global maritime industry.” The Prime Minister also asked Greek shipowners to support Greece, as they have done many times in the past, since the country is in need of new investment and new jobs, now more than ever.

The Prime Minister concluded his speech with a reference to the cruise industry, saying, “The cruise sector today contributes revenues of more than 360 million Euros per year to the port of Piraeus alone. If we take the right decisions and make the right moves, by 2016, we can achieve annual revenues of 700 million Euros by doubling the total number of passengers using the port’s cruise terminal to 5 million. This must be our strategic goal for the economic development of Piraeus, Greece’s biggest sea port, to maintain its leading position as the biggest port in the Mediterranean.”

The Caretaker Minister of Development, Competitiveness and Shipping, Yannis Stournaras, stated, “Given the significant role it plays in the global sea transport sector, the progress and growth of Greek shipping is of vital national importance. The sector’s size and contribution to the national economy is significant in job creation and new investment. These challenging times remind us that Greek shipping’s resilience and global competitiveness can be crucial in the nation’s quest for a viable exit from the economic and social crisis.”

The Chairman of Posidonia’s Coordinating Committee, Ioannis Lytras, noted, “Hellenic shipping is the healthiest national economic activity and, like Posidonia, a clear achievement of a private and proprietary entrepreneurial model of business. This model is characterized by flexibility, adaptability, dynamism and tenacity where traditional values of industriousness, resourcefulness, commitment and responsibility do not have to be mandated bureaucratically. It is the right hand of world trade and, despite its current problems, it will be a vehicle for exiting the current world and national economic crises—as it has been in the past. Shipping is not part of the problem. We are part of the solution.”
Aegean's stand was, once again, the center of attention for visitors and shipping industry insiders alike at Posidonia 2012, the world’s premiere shipping event.

This year’s Posidonia, the largest marine exhibition in the world, was held at the Metropolitan Expo Center. Although there were initial fears that the distance of the conference center from Athens could prove problematic for visitors, the state-of-the-art venue offered numerous advantages for the event.

The great success of Posidonia 2012—which took place at a time of great economic crisis in Greece and a prolonged crisis in global shipping—was evident in the number, size and quality of exhibitors’ stands. The exhibition’s success was also reflected by the record number of visitors attending.

In his speech, Theodore Vokos, Project Manager of Posidonia Exhibitions, noted that: “The transfer to a new, ultra-modern center, and the substantive content of seminars and conferences have acted as a magnet for many shipping professionals, who have once again elected Posidonia as the world’s premiere shipping event.”

“This vote of confidence on the part of the maritime community,” added Mr. Vokos, “is a clear demonstration of the enormous impact that Posidonia has on the international shipping family. This gives us the impetus and enthusiasm to begin preparations for the next event in 2014.”

In the new, modern facilities, Aegean’s stand—with its unique design and architecture—reflected the seriousness and dynamism of the company. For that reason, the stand was the focus of attention for exhibitors and visitors throughout the entire event.

Aegean’s founder Dimitris Melissanidis and his son George were present at the stand every day, together with Aegean staff.

Aegean’s environmental company, Hellenic Environmental Center (HEC), which collects and recycles waste and pollutants, also operated a stand adjacent to Aegean’s. HEC currently plays a dominant role in Greece and plans to expand abroad.
1. Spyros Gianniotis, Pavlos Ioannidis, Grigoris Robolakis, Dimitris Melissanidis, Dorothy Papadogianni
2. Panagiotis Stamatogiannis, Pandelis Tsakas, Giannis Agostrattitis
3. Georgia Reppa, Laurent Papet, Christos Degiannis
4. Christos Degiannis, Rania Atmatzidou-Agiostratiti, Giannis Agostrattitis, Panagiotis Stamatogiannis
5. Pandelis Tsakas, Mihalis Psaromihalakis, Giannis Agostrattitis and former Environment Minister Grigoris Tsaitas
6. Rania Atmatzidou-Agiostratiti, Theano Kalapotharakou
Poseidon was the God of the sea according to Greek mythology. Posidonia Oceanica (commonly known as Neptune Grass), a sea plant found in the seas of the Mediterranean and around the south coast of Australia, owes its name to the mythological God.

So does Posidonia, the biennial shipping exhibition that takes place in Athens and is attended by senior shipping executives. Also at Posidonia, exhibitors and visitors have the opportunity to attend a wide choice of seminars on important maritime topics.

The 2012 Posidonia Exhibition, the Metropolitan Expo Center, located within the Athens International Airport complex, hosted 92 countries, 1,870 Exhibitors and 18,547 visitors.

Morocco was represented by the Authority of its new harbor ‘Tanger Med,’ situated in north Morocco in the Strait of Gibraltar.

The Authority decided to exhibit during Posidonia 2012 to promote the harbor as well as the two new anchorage areas linked to the harbor, which provide anchorage for ships waiting for orders, bunkering operations, and other services that shipowners expect from a harbor.

Tanger Med Port Authority made a strategic decision this year to attend the event, along with the Port authority of Gibraltar and Algeciras, reinforcing the development and exposure of the major players in the Strait.

Tanger Med Port Authority was delighted by the outcome of this event and by the number and the quality of contacts made during the week. The Port Authority welcomes shipowners to try the anchorage and take advantage of services and bunkering provided by Aegean Marine Petroleum. Aegean Marine Petroleum began its bunkering operations in mid-2009 by barge in the Port of Tanger Med and its anchorage areas.

Tanger Med Port
at Posidonia 2012
BY J.J. METEY | DIRECTOR, CORPORATE DEVELOPMENT
The Gibraltar Port Authority’s (GPA) main tasks are promoting and controlling one of the world’s leading maritime service centers. Its strategy is to build on Gibraltar’s unique geographical position and fiscal status.

The GPA provides a vital link between all parties to ensure a cohesive strategy aimed at achieving common goals. The GPA also markets port services and encourages private investment in maritime infrastructure.

Activities in Gibraltar, a well-resourced port, include crew changes, stores, spares and lubricant supplies on demand, together with logistical/technical support throughout. In addition to being the biggest supplier of bunker fuels in the Mediterranean, Gibraltar frequently carries out off-port limit operations.

Aegean Bunkering Gibraltar Ltd, a subsidiary company of Aegean Marine Petroleum Network Inc, was established in Gibraltar in late 1998 and employs a local workforce in their Gibraltar offices. One of four physical suppliers of bunker fuels, Aegean enjoys significant increases in its bunker sales year-on-year and is a main player in Gibraltar. Its mother vessel, M/T Aeolos, provides storage for Aegean’s five bunker tankers, which supply the fuels in Gibraltar’s western anchorage.

Mutual cooperation and understanding between both entities has led to an excellent relationship between the GPA and Aegean Bunkering Gibraltar, spanning back to the company’s creation in 1998. Aegean Bunkering Gibraltar actively participates in the sponsorship of the annual Gibraltar Maritime Handbook and sponsorship of local cadet training abroad, as well sponsoring Gibraltar’s stand at Posidonia 2012.

The GPA is, as ever, grateful for Aegean’s continued support, and looks forward to many more years of collaboration. The GPA wishes Aegean every success in the future.
On Thursday, June 7, 2012, Aegean held its traditional Posidonia party, organized every two years on the occasion of the international shipping exhibition, at the Balux Prive club in Glyfada.

The founder of Aegean, Dimitris Melissanidis and his son George, welcomed more than 3,000 guests, among whom were diplomats, multinational company executives, personalities of the Greek political scene, high ranking executives of Greek and foreign banks, shipowners of major Greek and foreign shipping companies, Coast Guard officials, well known artists, sports personalities and journalists.

Aegean’s guests were entertained with music from a live orchestra and singing from Helen Fureira, but the fun reached its peak when the well known singer Antonis Remos came on stage and brought everyone to their feet.

This year’s party, in the midst of a difficult period for the country, managed to give a sense of dynamism, confidence and hope to all the attendees!
1 Nikos Moundreas, Lia Lendoudi
2 Mr. & Mrs. Minoa Kyriakou, Mr. & Mrs. Dimitris Melissanidis
3 Petros Doukas, George Feidakis
4 Mr. & Mrs. P. Fasoulas
5 Dimitris Melissanidis, Panos Panagiotopoulos
6 Mr. & Mrs. G. Feidakis
7 Elena Mantzavinou, Giannis Xylas
8 Dimitris Melissanidis, Mr. & Mrs. Sp. Kapralos
9 Thanasis Gianakopoulos family, Fani Pali-Petralia
10 Vagelis Marinakis, Dimitris Melissanidis
11 Mr. & Mrs. George Tsavliris
12 Stavros Demas, Dimitris Melissanidis
13 Mr. & Mrs. Dimitris Dellis
14 Patricia Destouni, Dimitris Melissanidis, Paris Dragnas
15 Spyros Fokas, Mr. & Mrs. N. Levendakis, Vicky Paleologou
16 Mr. & Mrs. Myrona Tsatsakis
17 Della Rounik, Amb. Ana Irene Delgado (Ambassador of Panama in London)
18 Nikos Papadakis, Dimitris Melissanidis
19 Dimitris Rizos, Fani Pali-Petralia, Alexandros Lykourezos
20 Eleonora Meleti, George Melissanidis
21 Yiannis Koustas, Vicky Paleologou
22 Jenny Melissanidis, George Melissanidis
Waste Reception Facilities in Ports

BY RANIA ATMATZIDOU-AGIOSTRATITI | COMMERCIAL MANAGER, HEC
The role of the Hellenic Environmental Center (HEC) in this important distinction was decisive, as its services are an important criterion in the port's environmental performance, according to ESPO’s Ecoport Self-Diagnosis Method.

Since 1994, HEC has been tasked with operating "ship-generated waste reception facilities" at the port of Piraeus, following a public tender performed by Piraeus Port Authority SA. With continuous investments, both in know-how and in technical infrastructure, HEC manages not only to comply, but often to exceed the ever-increasing demands of contemporary national, Community and international environmental legislation.

Piraeus' ranking as a leader among Europe's green ports comes largely as a result of these continuous efforts and HEC's world-class services.

HEC’s range of activities, however, is not restricted only to the main port of the country. Immediately after the port of Piraeus, HEC concluded a similar contract with the Port Authority of Elefsina, where it continues to offer its services today. With the adoption of EU Directive 2000/59/EC, making it mandatory to operate waste reception facilities at all ports of European Union member states, HEC’s services became necessary in other Greek ports as well. Therefore, following relevant tender procedures, HEC has been assigned contracts in most Greek ports.

The company's task is the collection of ship-produced residues by water or land resources (tankers or tank trucks), and their transfer to floating separators. Once the transfer is complete, the collected liquid waste oils are separated, using a state-of-art treatment process, so that recovered water is completely clean, and the oil product free from any other element. Separated oil is then transferred to state refineries where it is transformed into an energy resource. The whole procedure is in full compliance with Greek, EU and international legislation and is under the constant supervision of the port, customs, and all relevant authorities.

Through its services, HEC participates in the global struggle to protect and improve the marine environment by converting the useless into useful, the harmful into beneficial, pollutants into energy resources and waste into natural elements.

Furthermore, as a company operating in Greece, a country with a leading position in global shipping, and on the occasion of the recent Posidonia exhibition, HEC considers it its duty to send a strong message around the world that environmental protection is the top priority for all of us.
Mr. Maravelias, how and when did you start your professional work in the fuel sector?
I used to live abroad, I was a resident of New York until about sixteen years ago. In 1996, having already decided to return home, I came back here and decided to establish this gas station. I had no previous involvement with the industry.

When did your cooperation with Aegean start and how did it come about?
My cooperation with Aegean started four years ago. Before Aegean, for many years, I had worked with another major company, which was not satisfactory. A main reason was the price, which made it very difficult for me to be competitive in the market. An additional reason, and one of equal importance, was the difficulty in communication. I had endless telephone calls in hopes of finding someone to discuss a problem, with no result. At the time, I was looking for a new partner company and I had several proposals. For a considerable period of time I was in touch with a representative of Aegean, a company that was, by that time, well known in the field. When I made up my mind, the agreement was concluded with the help of Aegean’s inspector, Mr. Govas.

Did you face any difficulties when you made the move to a new company?
No, I did not experience any difficulties. As I told you, Aegean was already known. On the contrary, our consumption increased as a result of us being able to move competitively.

Do you meet with someone from the company’s management, Iakovos Melissanidis maybe, when you have a problem?
I have not had to meet with anyone from management, either when I made the agreement with Aegean, or when the need has arisen to address some other issues.

This can be both good and bad. Do you mean that there is a difficult communication like the one you had with the previous company, or that such a contact was not necessary to have issues dealt with?
I mean that, so far, I have not needed any special treatment, or any mediation, to communicate with the company and to discuss any issue of concern. Whatever time I give a call to Aegean, and on any subject, the reaction is the same: immediate response!
A Straightforward Story
Taxiarhis Kamaris – Evosmos, Thessaloniki

Evosmos is a municipality within Thessaloniki, in the northwestern corner of the city. The gas station of Mr. Kamaris is located at the extension of Meandrou Street.

It took some time to manage to talk with Mr. Kamaris. We have said it in the past: our gas stations owners are not ‘white collar workers.’ In most cases, they are not people of many words. Their expertise is in their work, in the daily running of their business, in the constant care for the profession. Mr. Kamaris, it seems, is one of these people. We spoke first with his son, who occasionally assists his father at the station, and eventually managed to exchange a few words with the gas station owner himself.

Mr. Kamaris how many years have you been in the fuel sector?
I have been in the fuel business since 1998.

Was there someone close to you in this profession who influenced your choice, or maybe a previous involvement elsewhere in the fuel sector?
No, nothing like that. It was purely my own decision to start this business. I do not privately own the station, I pay rent and I have a partner, but I essentially carry the responsibility alone.

We talked to your son a few times. Is he the one who helps you?
Whenever he can, he comes here to lend me a helping hand. My daughter also helps. I also have two employees.

When did your collaboration with Aegean start and what was the reason for your decision? Have there been any complaints from the previous company?
If I remember correctly, I started working with Aegean four and one-half years ago. The reason was not a problem in my previous cooperation. It was something simpler. A colleague who had a nearby Aegean gas station and was preparing to leave the business, convinced me that it would be in my great interest to join Aegean, as all of his customers would be directed to me. This is what made me decide a change companies. Before that, I had happened to meet Iakovos Melisanidis. When I began to think seriously about a cooperation with Aegean, I talked with Antonis Hadzis. Of course, I also talked with Iakovos, who came here and surveyed the place himself.

So your decision was based on the expectation of an increase of customers, as your colleague had promised. Did this happen?
Work rose sharply, what my colleague had said was true. Of course, after a while, he re-opened his station and things calmed down again. But business is still good.

Is there anything you’d like to tell us about your collaboration with Aegean? Are you satisfied? Do you have complaints?
If I have a complaint, I discuss it with the company itself. In general, the people in Aegean offer good service and good communication.
The London 2012 Olympic Games are fast approaching. Aegean’s bunker station at Portland, UK is set for exciting times ahead as Portland Harbour plays host to the 2012 Olympic Games Sailing Events.

Extensive consultation has taken place with all official bodies governing the Games, including London’s Olympic Organising Committee, Department for Transport Security Compliance Division; the Environment Agency; local, national and international police forces; security services; and fire and rescue service; to ensure that Portland bunkering Station continues to offer uninterrupted service to its customers. The motto at Portland during the Games is absolutely ‘Business as Usual.’

Aegean is very proud of its safety record and all personnel, on-board and ashore. The company undertakes regular training in all aspects of health and safety, including fire drills, life-boat drills, comprehensive anti-pollution and oil pollution response exercises, and security awareness and practice. It is because of this attention to detail that the company has been granted permission to offer a full 24/7 bunkering service throughout the whole duration of the Games.

In addition, Portland and resident vessel M/T Sara were awarded a prestigious contract in 2010 by the European Maritime Safety Agency (EMSA). The company is today responsible for anti-pollution and clean-up for emergencies occurring at sea in the English Channel and Atlantic regions and down to the Bay of Biscay.

The station was recently audited, passing with flying colors, by a Senior Inspector from HM Health and Safety Executive (HSE) with regard to the Control of Major Accident Hazard Regulations (COMAH). The inspector who conducted the audit is also the chief HSE officer for the London 2012 Olympic and Paralympic Games. Portland Station Manager, Roger Lawn commented, “Portland is very pleased with its safety record, especially as it has enabled us to continue to operate throughout the Olympic Sailing events. Our normal procedures and practices, hand-in-hand with our additional capabilities from the EMSA contract, make Portland Harbour one of the safest in the world with regard to anti-pollution protection.” 🌟
Kefalonia

Greek summer and a trip to a Greek island go hand in hand. The island of Kefalonia is one of the most popular destinations in the country, offering beautiful landscapes, crystal blue waters and many local attractions.

Kefalonia is the largest island in the Ionian Sea. Its capital is the beautiful city of Argostoli. The second largest city, Lixouri, is one of the island’s most popular tourist destinations. The picturesque Fiscardo in the north is the cosmopolitan hub of Kefalonia, having managed to preserve its beautiful and unique architectural tradition.

Must Visit

Beaches
- Myrtos: considered the trademark of the island, voted eleven times the best Greek beach. Xi: unique for its reddish sand, with easy access and shallow waters.
- Skala: crystal clear waters, vegetation that almost reaches the sea and a beach of almost three km.
- Platia Ammos: long beach, similar to Myrtos. Makris Gialos and Platis Gialos: Makris Gialos is a long sandy beach with no rocks or pebbles and crystal clear waters. Platis Gialos is an extension of Makris Gialos, separated by some rocks.

Caves
- Lake Cave of Melissani: a unique geological phenomenon. The natural entrance is steep and created by the collapse of the roof.
- Drogarati Cave: considered one of the best caves in Greece and the only cave with such a large cavern (measuring 65m x 45m with a height of 20m).
- Swallow-Holes: one of the many geological wonders on the island. These holes are found near the sea, where water penetrates underground and crosses the entire island.

Castles
- Assos Castle: built in Assos peninsula. The arched entrance to the castle survives in good condition today, along with the residence of the Venetian sovereign, the barracks and the church of St. Mark.
- St. George’s Castle: five km from Argostoli and the former capital of the island until 1757. St. George’s Castle is believed to have been built in the 12th century AD by the Byzantine emperors. The Venetians completed the exterior walls in 1504 and churches and various buildings still stand today.

Monasteries
- The monastery of Saint Gerasimos: the most sacred of the island, built at the highest point of a green valley. Saint Gerasimos is the patron saint of Kefalonia and his relic is kept in the monastery, in a silver urn.
- Atrros Monastery: the oldest monastery of Kefalonia, built in the 8th century on the mountain of the same name, at an altitude of 760 m. The medieval tower has been well preserved and is in good condition today.
- Monastery Kipouraion: fifteen km from Lixouri, built in the 17th century on a high rock, 90 m above the sea.
I Protect the Environment—I Safeguard my Future

By staying informed about what is happening in the world and by passing the information on to others we are taking a significant step toward the protection of our planet.

I BECOME INFORMED—I INFORM OTHERS—I ACT

Twenty Years of Natura 2000

In May of this year, twenty years have passed since the establishment of the Natura 2000 Network, an organization that has contributed significantly in preventing harm to species and their habitats.

What exactly is Natura 2000 network?

In May of 1992, the governments of the country members of the European Union adopted a directive to protect endangered species by protecting their natural environment, their habitats, throughout Europe. This directive complemented a previous one adopted in 1979 concerning birds. Both directives called for the establishment of specific zones: Special Protection Areas (SPAs) for birds and Sites of Community Importance (SCIs) for other species and their habitats. Together, these areas form the Natura 2000 network.

To reach a decision as to which areas qualify, each country member prepares a list of habitats and their size along with the specific kinds of fauna and flora and their populations. The list is then submitted to the European Committee.
Induction into the Natura 2000 Network

The Special Protection Areas for birds are automatically introduced in the Natura 2000 network. However, for the Sites of Community Importance (SCIs), a procedure of evaluation and negotiations must take place between country members and the European Committee. When the procedure comes to an end and the list of SCIs is finalized, member countries are obliged to declare these areas as Special Areas of Conservation (SAC) within a period that must not exceed six years.

In Greece, the Natura 2000 network includes 241 Sites of Community Importance and 201 Special Protection Areas.

Across Europe, according to 2009 data, the Natura 2000 network includes 21,695 Sites of Community Importance and 5,210 Special Protection Areas for the birds.

Sources
www.natura.org
www.ypeku.gov
www.ekby.gr

Aegean and renowned designer Robbi di Kappa have teamed up to design a brand new look for today! The Aegean sport line, with its nautical influence, is perfect for stepping out in style, in the city, by the sea, or on country walks—for him and for her.

Bundle up or travel light in polos and t-shirts.
At home, relax in luxurious bathrobes.
And stash your gear in versatile and stylish Aegean bags.
Discover the new Aegean look at the Aegean Shop or online at www.aegeaneshop.com

Aegean Shop
at the Aegean Headquarters—
10 Akti Kondyli, 18545, Piraeus, Greece
Aegean ✿ Energy for the Future

Aegean is Greece’s most dynamic energy, petroleum, and shipping group. The company has a network of retail gas stations throughout Greece, is active in marine fuels and lubricants, and operates a fleet of tankers and barges internationally and domestically to transport petroleum and bunkers for its global base of clients.

RETAIL MARKET
Through its fast-growing network of gas stations, Aegean supplies drivers in Greece with gasoline and automotive lubricants. Aegean’s modern, well-maintained gas station network has won the trust of drivers due to the high quality products and services it offers at competitive prices. In addition, Aegean directly supplies large industrial clients with petroleum products of all grades, owing to the consistency and service of its transactions.

BUNKER FLEET
NYSE listed Aegean Marine Petroleum Inc., with an exclusively double hull fleet—of which nine ships are newbuildings—is the natural supplier of marine fuels at 12 of the most significant ports in the world. Furthermore, with its 22 newbuildings program in progress and the continuous opening of new stations, it is one of the most dynamically developing divisions of the Aegean Group.

BUNKERING
Aegean provides one of the most efficient and responsive bunkering services to clients worldwide. Its ships never stop sailing and its services are available 24 hours a day, 365 days a year.
Aegean operates bunkering stations in Piraeus and Patras, and in Gibraltar, Amsterdam-Rotterdam-Antwerp, Fujairah, Jamaica, Singapore, Trinidad & Tobago, Portland UK, Vancouver and Montreal, Mexico, Tangiers, Tema in Ghana, Las Palmas and Tenerife, and Panama. All its products are ISO 8217 certified. The Company, which is a member of IBIA and is ISO 9001 certified, is well positioned on the FOBAS White List.

SHIPPING
Aegean’s fleet of ships is at the heart of its superior service worldwide. Its vessels operate in full compliance with EU and international standards, are all certified with the code of safe management ISM and SOLAS and are in complete compliance with MARPOL regulations.
Aegean continually adds to its fleet of ships, which includes large vessels as well as smaller capacity vessels. Its fleet transports oil cargoes worldwide on behalf of major oil companies, commercial clients, and Aegean customers.

LUBRICANTS
Aegean produces and markets high performance lubricants for vehicles and industrial use under the Aegean brand and, for the marine market, under the ALFA brand. ALFA marine lubricants are certified and approved by the largest marine engine manufacturers in the world.
The resources of our company and our follow-up service create our successful relationships and allow Aegean to supply lubricants in more than 550 ports worldwide.

ENVIRONMENT-HEC
The Hellenic Environmental Center collects, transports and processes oil residues from ships and land units (industrial, shipyards), while it also manages all liquid residues produced by ships.
In order to carry out its work HEC has the most state-of-the-art equipment, consisting of floating separators, a fleet of pollutant-collecting tankers, and well-equipped tank trucks.
HEC acts to protect the marine environment and at the same time contributes significantly to the saving of energy with the recycling procedures it uses to transform the reclaimed pollutants into energy resources.

TRADING
Aegean is dynamically active in the trading of crude oil and petroleum products worldwide. The Trading Department is comprised of dedicated and professional individuals who combine high level expertise and a great many years of experience in the oil industry. Petroleum products are supplied to a broad spectrum of customers who comprise the company’s portfolio. Aegean has acquired its credibility from the high quality of the services it provides to suppliers and ship owners, a fact that supports the company’s ambitions for the achievement of long-range goals in the energy sector worldwide.

Aegean’s websites
www.aegeanoil.com
www.ampni.com