8th ANNUAL CONFERENCE

CIS BASE OILS AND LUBRICANTS

20-21 MAY 2020
MOSCOW, RUSSIA

NEW QUALITY STANDARDS,
NEW TESTING METHODS AND
NEW APPROACH TO SERVICE

LEAD PARTNER
CIS Base Oils and Lubricants conference is an independent event where base oils, lubricants and additives producers, OEMs and end users meet. This platform will not only bring everyone together under one roof, but also answer the pressing questions of the industry.
HIGHLIGHTS 2019

8th EDITION

40% LUBRICANT PRODUCERS

248 DELEGATES

78% RETURNING DELEGATES

15% END USERS

95% OF ATTENDEES WERE SATISFIED

TESTIMONIALS

PETER KUUSKMAA
Market Development Engineer/Account Manager
AXEL CHRISTIERNSSON

"Very well organised event. Demonstrates the professionalism of the Globuc team! Best place for networking with colleagues and industry decision makers."

GULNAZI KONETSKAYA
Procurement and Logistics Department Manager
FUCHS OIL

"I really like the format of the discussion: lively, active communication on current trends and the possibility of online questions via the application."

GRAZIANNA CARIANNI
Head of Marketing
ENI VERSALIS

"This conference gives us an excellent opportunity for networking and meeting a lot of people to who we can introduce our products."

SERGEY ALEKSANIN
Manager of Federal Sales Department
ROSNEFT - LUBRICANTS

"This conference allows you to create an objective picture of the lubricants market, identify trends and discuss current industry problems with leading industry experts."
SPEAKERS & GUESTS

Blake Eskew
Vice President
IHS MARKIT

Christian Ohligmacher
Vice President Central & Eastern Europe Member of the Executive Committee
FUCHS PETROLUB

Aleksandr Bychkov
Deputy General Director for Production
ROSNEFT - LUBRICANTS

Anders Pettersson
Global Lubricant Coordinator
VOLVO CONSTRUCTION EQUIPMENT

Christophe Lamarche
Purchasing Manager Consumables
ATLAS COPCO

Pavel Kirichenko
Director of Industrial Development
OBNINSKORG-SINTEZ

Karsten Stahl
Head of Gear Research Centre (FZG)
TECHNICAL UNIVERSITY OF MUNICH

Konstantin Melnichuk
Senior Consultant
KLINE & CO

Artem Mazaev
Business Development Manager
OATS

Olga Poltavskaya
Managing partner
B2X-CONSULTING

Anatolij Smirnov
OEM Relation Manager Industrial
EVONIK RESOURCE EFFICIENCY

Holger Roder
Sales Manager
KAO CHEMICALS
SPEAKERS & GUESTS

Ilya Oblashchikov
Senior Regional Manager for Russia and the CIS
AFTON CHEMICAL

Sergey Averkiev
Commercial Director
AVRORA

Srdjan Sokolovic
Expert coordinator for chemicals and waste management
NIS GAZPROM NEFT

Svetlana Erkenova
Director
NATIONAL CLEANER PRODUCTION CENTRE

Fabio Dalla Giovanna
Business Development Manager
CMB ITALY - TECHNOLOGY

Yuri Silin
Head of repair production
SEVERSTAL

Patrick Vernon
EAME Lubricants Technical Manager
EXXONMOBIL/ATIEL

Valentina Serra-Holm
President
UEIL

Tibor Leimeter
Deputy Director, Standardisation and Technology
ROSNEFT-LUBRICANTS

Boriss Nigrovski
Sales Manager CIS
FLUID SOLUTIONS

Victor C. Li
Business Development Director
DUNWELL ENVIRO-TECH

Irina Vinogradova
Senior Analyst, Consulting Department
ARGUS MEDIA
WELCOME COFFEE & REGISTRATION

WELCOME SPEECH

9:00

BASE OILS MARKET OVERVIEW

Global base oil: the outlook for supply and demand in a challenging market
BLAKE ESKEW, Vice President, IHS MARKIT

Overview of base-oil consumption and production in Russia and the CIS. What is the share of import & export in the regional volume of base oils?
IRINA VINOGRADOVA, Senior Analyst, Consulting Department, ARGUS MEDIA

How does the local production of group III base oils affect pricing?

10:30

DISCUSSION: WHAT EFFECT DID IMO 2020 HAVE ON THE EXPORT OF GROUP I BASE OILS FOR PRODUCERS IN RUSSIA?

• How does production capacity put pressure on prices and profitability?

11:00

COFFEE BREAK

11:30

MODERNISATION OF EXISTING PRODUCTION FACILITIES AND LAUNCH OF NEW BASE OILS AND LUBRICANTS PRODUCTION FACILITIES IN RUSSIA AND THE CIS

This session will highlight the regional launch programs for new production facilities and modernisation of existing production facilities of base oils and lubricants. Among the invited companies and potential programs are the launch of group II and III base oils in Novokuibyshevsk (Rosneft), the launch of group II base oils in Volgograd (Lukoil), the production of group III base oils by Taneco, the production of group III base oils at Slavneft - YANOS and other projects in the CIS and Eastern Europe.
13:00  LUNCH

14:00  BASE OILS OF THE FUTURE
SESSION MODERATOR: ILYA OBLASHCHIKOV, Senior Regional Manager for Russia and the CIS, AFTON CHEMICAL

Prospects for polyalphaolefin localisation in Russia

New developments for motor lubricants
ANATOLIJ SMIRNOV, OEM Relation Manager Industrial, EVONIK RESOURCE EFFICIENCY

Special lubricants for diesel engines on gasoline. Transition of commercial vehicles from diesel to gasoline

15:00  DISCUSSION: SUCCESSFUL BASE-OIL QUALITY COMPLIANCE WITH FUTURE MARKET REQUIREMENTS

- What are the new requirements of original equipment manufacturers (OEM) to group II and III base oils?
- New engine oil specifications
- Electrification
- Extended oil-change intervals
- Stricter emission requirements

15:30  COFFEE BREAK & EXHIBITION TOUR OF THE CONFERENCE

16:00  NEW SPECIFICATIONS, NEW TEST METHODS AND NEW EQUIPMENT
SESSION MODERATOR: SERGEY AVERKIEV, Commercial Director, AVRORA

Case study in testing, certification and obtaining original equipment manufacturer (OEM) approvals

Testing methods- testing and characterisation of high-performance gear lubricants
KARSTEN STAHL, Head of Gear Research Centre (FZG), TECHNICAL UNIVERSITY OF MUNICH

Bench tests for synthetic motor oil
PAVEL KIRICHENKO, Director of Industrial Development, OBNINSKORGSINTEZ

Update on ACEA engine specifications
PATRICK VERNON, EAME Lubricants Technical Manager, EXXONMOBIL/ATIEL

Lubricant monitoring solutions in the industry 4.0

18:00  GALA COCKTAIL RECEPTION
AGENDA

21 MAY 2020
DAY TWO

8:30 WELCOME COFFEE

9:10 THE FUTURE OF LUBRICANTS MARKET IN RUSSIA AND THE CIS
SESSION MODERATOR: CHRISTIAN OHLIGMACHER, Vice President Central & Eastern Europe Member of the Executive Committee, FUCHS PETROLUB

What is the growth forecast of the lubricants market in the region?
ARTEM MAZAEV, Business Development Manager, OATS

How is the lubricants market transforming and how are end-users’ expectations changing?

Technology for new generation lubricants - where is the market going?

Expanding the lifetime of water-miscible metalworking fluids
HOLGER RODER, Sales Manager, KAO CHEMICALS

10:30 DISCUSSION: WHAT IS THE EFFECT OF LONG-LIFE LUBRICANTS ON EQUIPMENT?

- Reduced fuel consumption
- Increased service interval for oil change
- Operating conditions
- How to achieve full utilisation of equipment resources
- How to reduce planned and unplanned equipment downtime

11:00 COFFEE BREAK

11:30 FOCUS ON ORIGINAL EQUIPMENT MANUFACTURER

How is the lubricants market changing with increasing demand for OEM brands?
CHRISTOPHE LAMARCHE, Purchasing Manager Consumables, ATLAS COPCO

How to remain competitive in the lubricants market with the emergence of new companies

The story of Volvo Construction Equipment in developing its own lubricants brand
ANDERS PETTERSSON, Global Lubricant Coordinator, VOLVO CONSTRUCTION EQUIPMENT

Analysis of similar lubricant products available on the market and how the end-user views the OEM lubricants brands

12:30 DISCUSSION: RUNNING AN EFFECTIVE SYSTEM FROM THREE PERSPECTIVES: OEM, END-USER AND LUBRICANTS PRODUCER
13:00 LUNCH

14:00 COLLECTION AND RE-REFINING OF WASTE OILS IN RUSSIA & THE CIS
SESSION MODERATOR: SVETLANA ERKENOVA, Director, NATIONAL CLEANER PRODUCTION CENTRE

The role of the state in regulating waste-oil management
Speaker TBA, UNIDO

Topic TBA
BORIS NIGROVSKI, Project Manager, FLUID SOLUTIONS

Waste oils in Serbia and possibilities of their re-refining
SRDJAN SOKOLOVIC, Expert coordinator for chemicals and waste management, NIS GAZPROMNEFT

Membrane technology for waste-oil processing
VICTOR LI, Business Development Director, DUNWELL ENVIRO-TECH

15:30 DISCUSSION: WHY REGENERATE WASTE OILS WITH A SURPLUS OF BASE OILS?

- Collection and logistics
- Technologies for waste-oil processing
- Oil quality testing
- Waste oil sales channels

DISCUSSION PARTICIPANTS:
FABIO DALLA GIOVANNA, Business Development Manager, CMB ITALY - TECHNOLOGY

16:00 COFFEE BREAK

16:30 INTERACTING WITH END-USERS VIA DIGITAL MARKETING

How has the situation changed over the past five years in marketing promotion? How is the interaction with end-users changing in B2B and B2C? What role does digitalisation play in new ways of interaction with the end-user?

Oil use associated problems and appropriate solutions
YURIY SILIN, Head of repair production, SEVERSTAL

Import substitution: first fill with local lubricants brands

17:30 DISCUSSION: CONSUMPTION TRENDS AND LUBRICANTS DISTRIBUTION CHANNELS

- E-Commerce – growth of Internet sales
- How do online aggregators choose lubricants?
- Are there opportunities to promote your lubricants through a network of aggregators?
- Independent dealer networks in Russia. How do they choose a supplier?
- What are the expectations of the end-user and how do they choose the supplier?

18:00 END OF CONFERENCE
VENUE

This legendary Moscow hotel has been a beloved “home” for CIS Base Oils and Lubricants conference for many years.

Opened in 2010 in what was previously the Hotel Ukraina, one of the largest and most magnificent of the neo-gothic Stalinist skyscrapers known as the “Seven Sisters”. The location of the Radisson Collection Hotel, on the west bank of the Moskva River and just over 3 km from the Kremlin, is particularly impressive. The hotel is very convenient for sightseeing, and also situated in one of Moscow’s main business and administrative districts.

ACCOMMODATION

The cost of hotel accommodation is not included in the conference fee. Globuc has negotiated special rates at this hotel for all attendees of the event.
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- **10% discount** for 3 or more delegates from one company
- **USD and GBP** Pay in currency convenient for you

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- **Register on the website**
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- **Email** us with your full details
  - customer_service@globuc.com

- **Call us**
  - +44 845 868 8234
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