



**Bunkers International** is a leader in the marine fuel industry; providing trading, physical supply, and brokering services to ship operators around the globe.

# Bunkers International



## WHO WE ARE



Bunkers International was founded in 1995 to provide world-class bunkering services to the marine fuel industry. The company began by providing bunkering services in Cartagena, Colombia. Since then, Bunkers International has

become the largest physical marine fuel supplier in the Colombian market and has expanded across the globe, supplying tens of thousands of ships with millions of tons of fuel. Today, the company is over 50 people strong, providing a range of bunkering services from our offices in the United States, Colombia-South America, the United Kingdom, Singapore, Turkey, and South Africa. While the company has grown, our goal remains the same: to provide our customers with high-quality marine fuel products and services at competitive prices with the highest integrity.

## WHAT WE DO



Bunkers International provides trading, physical supply, and brokering services to customers across the globe. Offering all three of these services enables us to be an advocate for our customers, allowing them to choose the approach that

best meets their needs. We provide service anywhere in the world, directly or through one of our trusted partners. Bunkers International works with all types of vessels and companies, including tanker operators, major container carriers, and leading cruise lines.

Bunkers International prides itself on employing the best, most experienced professionals in the marine fuel industry. The majority of our employees bring with them decades of relevant experience, having worked as physical suppliers, terminal operators, and aboard ships. Our broad experience enables us to provide our customers with better value for their money, by utilizing our knowledge to go to the best sources for the highest quality products at the most competitive prices. In addition, our extended team of partners has been carefully chosen to ensure they meet our standards and our customers' standards. This combined network of company and partner resources works to ensure that our customers' needs are met and that their ships are moving.

## TRADING



Bunkers International provides trading services to our customers through our sales offices globally. The company provides trade credit to customers so they can leverage the strong credit lines Bunkers International has established

with suppliers. We offer customers a range of services, including access to a full range of marine fuel products, advice on hedging and fixed contracts, information on pricing and global fuel trends, and logistics support during the product delivery process.

Bunkers International has carefully selected suppliers across the globe who have proven track records for product quality, timely delivery, and safety. We have multiple sources of supply in most ports, enabling us to offer the best quality at competitive prices.



## PHYSICAL SUPPLY



Bunkers International is a physical supplier of marine fuels in Colombia. Through a joint venture with Vanoil, S.A., the company owns and operates four barges and operates three additional barges which deliver IFO and

MGO fuel products 365 days a year at all the key ports in Colombia. Our experienced team of barge captains and operational personnel are committed to timely, accurate, and safe deliveries for all of our customers.

Bunkers International has built a strong operation in Cartagena, Colombia. We are the only supplier with significant shore-side storage, having tanks with over 100,000 bbls. capacity. All of our barges have computerized onboard blending systems, onboard testing capabilities, multiple pumps to speed and ensure delivery, and environmental hazard safety equipment. Bunkers International also carries significant oil spill and pollution insurance.

In addition to the physical equipment and highly trained personnel, Bunkers International supplies exceptionally high-quality fuel, blended to exceed ISO specifications for marine fuels. As sulphur restrictions become reality in the marketplace, Bunkers International stands ready to meet the challenge. Our 380 cSt fuel typically has a sulphur content of 1.3 percent. The company supplies 500 cSt fuels to some of the major container carriers that contain less than 1.5 percent sulphur with extremely low metal content, at prices lower than our 380 cSt product. Many vessels return to Europe with SECA-compliant fuel without paying a premium for it.

## BROKERING

Bunkers International offered brokering services from the day the company was founded, and that remains a vital part of our business today. Brokered customers know

they can rely on our team to provide them with aggressive advocacy to ensure that they get the best the market has to offer. Our team can also provide market analysis, contract options (hedging, fixed, and formula-based), technical guidance, logistics assistance, up-to-date pricing, and proactive, personalized service to make the customers' transactions go smoothly. Our team has multiple supply sources in most ports, and constantly monitors price, fuel quality, and supplier performance to ensure our customers receive the best value for their money by having the full resources of the company working for them.

## WHY CHOOSE BUNKERS INTERNATIONAL



Ship operators have numerous choices when it comes to purchasing marine fuel. For more and more of them, Bunkers International is the right choice — and for good reason. The company has established supply and credit

lines throughout the world, a knowledgeable and well-trained staff, competitive pricing, access to the best quality fuels, and a proven track record of success.

While Bunkers International continues to grow, we work diligently to provide the same personalized, one-on-one attention that we have been providing our clients since 1995. Many of our customers and partners have known their Bunkers International counterparts for years and years, and have established strong working relationships built on trust, mutual respect, and getting the job done.

For customers who are looking for a marine fuel supplier with high integrity, the right team, the right products, and the right distribution network that can work with them to meet their needs at competitive prices, the choice is clear: Bunkers International.

## ABOUT BUNKERS INTERNATIONAL

Founded in 1995, Bunkers International is a leader in the marine fuel industry, providing trading, physical supply, and brokering services to ship operators around the world. Bunkers International, along with its subsidiaries and strategic agencies, employs more than 50 bunkering professionals who provide a range of bunkering services from our offices in the United States, Colombia-South America, the United Kingdom, Singapore, Turkey, and South Africa. Since inception, the company has serviced several thousand customers, providing tens of thousands of ships with millions of tons of fuel.

In 2000, Bunkers International established a joint venture in Colombia with Vanoil, S.A., called BunkersOil Colombia. Through this joint venture, Bunkers International has grown to become the largest marine fuel supplier in Colombia.

Bunkers International is a privately held U.S. corporation headquartered in Orlando, Florida. For more information, visit the Bunkers International corporate website at [www.bunkersinternational.com](http://www.bunkersinternational.com).



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### CONTACT INFORMATION

For an up-to-date listing of Bunkers International sales offices, please visit our website at [www.bunkersinternational.com](http://www.bunkersinternational.com), or call the office closest to you for assistance.

### MAILING ADDRESS

Bunkers International  
110 Timberlachen Circle, Suite 1012  
Lake Mary, FL 32746

### SALES OFFICES

#### UNITED STATES

Phone: **1 407 328 7757**  
Fax: **1 407 328 0045**  
[us@bunkersintl.com](mailto:us@bunkersintl.com)

#### SINGAPORE

Phone: **+65 6848 7020**  
Fax: **+65 6848 7024**  
[singapore@bunkersintl.com](mailto:singapore@bunkersintl.com)

#### UNITED KINGDOM

Phone: **+44 (0) 1492 873503**  
Fax: **+44 (0) 1492 879026**  
[uk@bunkersintl.com](mailto:uk@bunkersintl.com)

#### TURKEY

Phone: **+90 216 456 4175**  
Fax: **+90 216 456 9003**  
[turkey@bunkersintl.com](mailto:turkey@bunkersintl.com)

#### SOUTH AFRICA

For South Africa inquiries, please contact the U.S. or U.K. offices, or email [southafrica@bunkersintl.com](mailto:southafrica@bunkersintl.com).

#### COLOMBIA

For Colombia inquiries, please contact the U.S. office, or email [colombia@bunkersintl.com](mailto:colombia@bunkersintl.com).