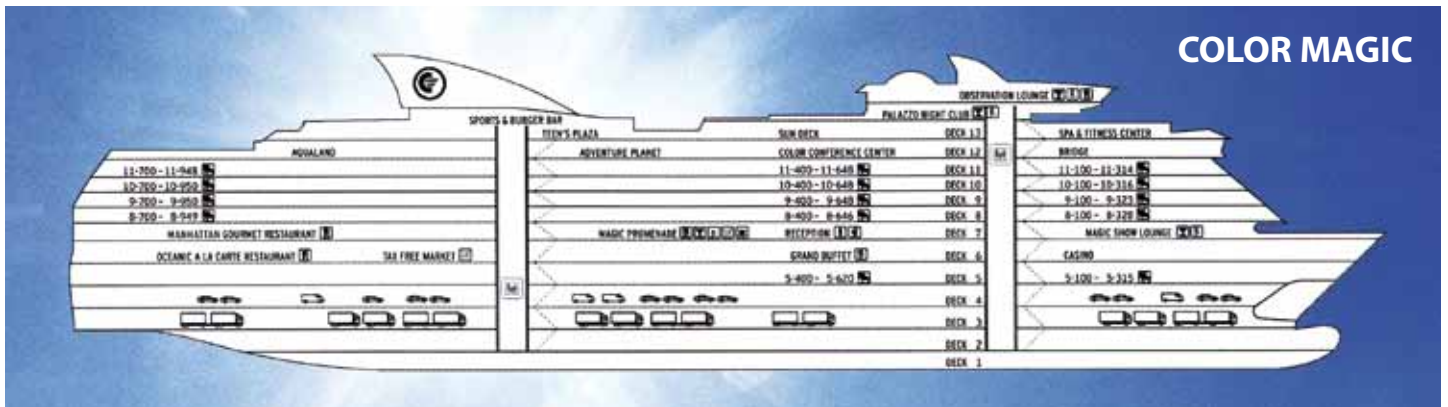




Ferry
Shipping Conference 10
OnBoard

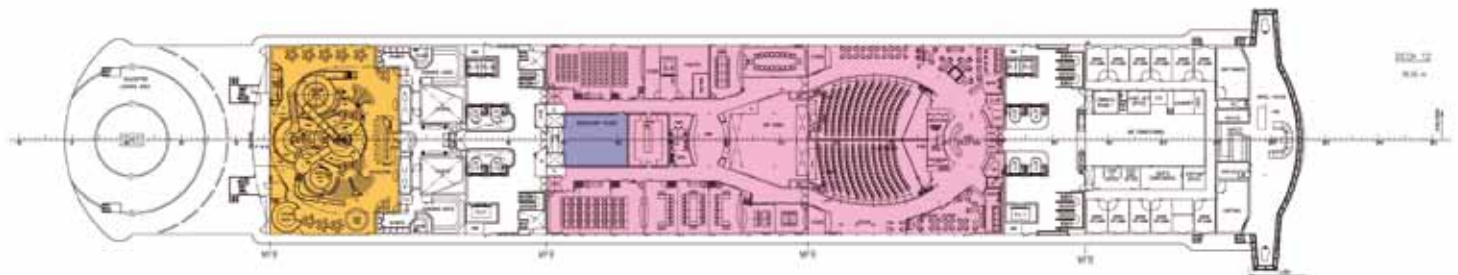


Conference catalogue

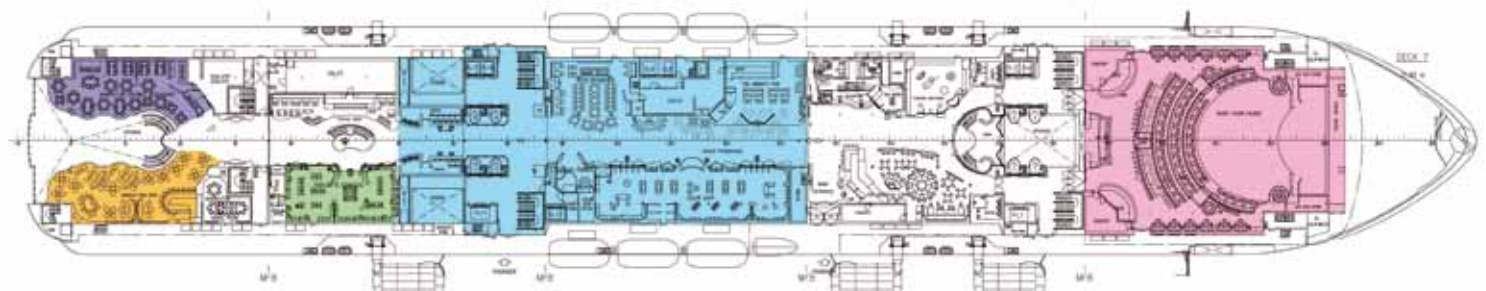


Technical Particulars

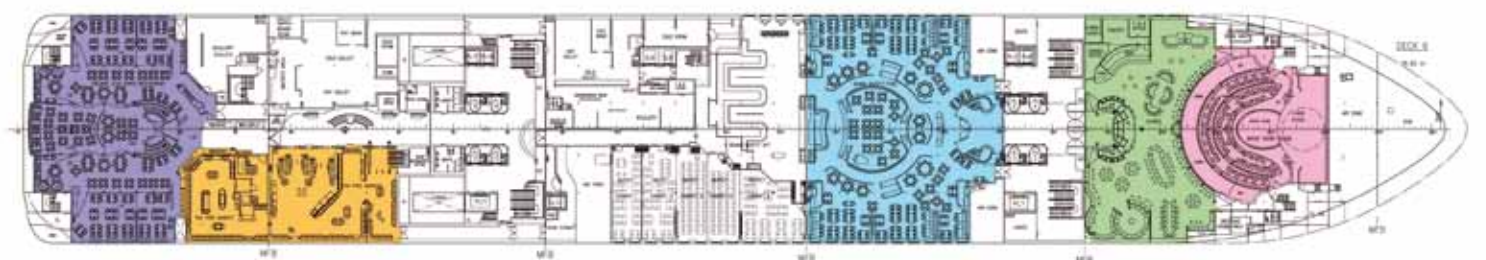
Shipbuilder	Aker Yards	Deadweight design	4,860 t (1,025 t/m3)	Diesel-mechanical propulsion	
Vessel's name	Color Magic, hull No. 1355	Number of decks	16	Main engines	4 x 7800 kW, 500 rpm
Owner	Color Line	Height, max from BL	59.2 m	Propellers	2 x CPP
Country	Norway	Classification society and notations:	Det Norske Veritas	Shaft generators	2 x 4800 kW (for manoeuvring)
Flag	Norway		+1A1 Car Ferry A, ICE-1B (1A, except propeller blades 1B), RP, E0, MCDK, pwdk, NAUT-OC, F-M, COMF-V(1) Pass&Crew, CLEAN, TMON, VIBR	Thrusters	bow 3 x 2200 kW stern 2 x 1000 kW
Route	Oslo - Kiel	Complement	Officers 47, Crew 251	Auxiliary engines	4 x 2040 kW, 1000 rpm
Length oa	223.7 m	Passengers	2,700	RoRo capacity:	
Length bp	202.7 m	Number of cabins	Total 1,314	trailer lanes	1,265 m (width 3.1 m)
Breadth moulded	35.0 m		1,016 pass. cabins	car lanes	1,190 m
Breadth max	41.4 m		(60% / 607 window cabins),		(on hoistable car decks, width 2.2 m)
Dept moulded	to main deck 9.7 / 9.5 m (D3) to upper deck 21.9 m (D7)		298 crew cabins	Elevators	19 pcs (14 for passengers)
Draught	scantling 7.0 m design 6.8 m				
Speed, service	22 kn				
Gross tonnage	75,100				



Deck 12 ■ Aqualand ■ Adventure planet ■ Conference center



Deck 7 ■ Gourmet Restaurant ■ Manhattan Bar ■ Perfume & Cosmetics ■ Magic Promenade ■ Magic Show Lounge



Deck 6 ■ Oceanic à la Carte ■ Tax free Market ■ Grand Buffet ■ Casino ■ Magic Show Lounge

Ferry Shipping Conference 10 *OnBoard*

Dear Friends,

We are truly happy to see so many participants onboard COLOR MAGIC today – in fact, a new record number of delegates!

With Color Line as the host for the third time, we know this is going to be a success event. Even so, the important thing is that we meet. The remarkable responses to the Ferry Shipping Conference reveals that this industry wants to get together to discuss joint opportunities and policies. Especially after times which have been challenging, we may have some good ideas for the time ahead, where we can already see the light at the end of the tunnel.

Finding the right ship for this event is not easy. It has to be a ferry with some 350 cabins or so, with the same capacity in an auditorium, and with this number of seats in a restaurant! But we are pleased to inform you that we have found a new ship for our 2011 conference, when we will sail the CRUISE ROMA/CRUISE BARCELONA between Barcelona – Civitavecchia – Barcelona. In other words, we are turning to Mediterranean with its unique soul and atmosphere. We sincerely hope that this will be attractive.

The aim of this conference, like the past, is to discuss joint issues and to network. In order to maximise the outcome of the conference, please:

- Participate in the Question & Answer sessions, as well as in the Interactive Debate (be prepared to get questioned!)
- Get to know new friends in the industry.
- Help to strengthen the position and importance of the ferry shipping industry, and spread the message that we together carry more than 2 billion passengers and vehicles representing a queuing lane which would go 41 times around the globe!

We all look forward to having a nice time together. Should you have any comments or feedback, including suggestions on improvements for next year's event, let us hear it.

Welcome aboard!

Klas, Bo-Lennart and the team



**Meeting for ferry shipping professionals
April 20-22, 2010 on COLOR MAGIC**

Tuesday, April 20 – Oslo			
Time	Session	Programme	Speakers
09:30		Check-in Color Lines' terminal	
10:30		Embarkation at the terminal	
11:00		Conference begins Opening	Klas Brogren, ShipPax Information Trond Kleivdal, Color Line
11:15	1	Strategic situation of the industry Reflections since last year Q&A	Bo-Lennart Thorbjörnsson, BOLT Consulting
11:30		Coffee sponsored by KONE Marine, networking & visit exhibitors	
12:15	2	Panel debate with ferry top executives Q&A	Trond Kleivdal, Color Line Enn Pant, Tallink Piotr Waszczenko, Unity Line
13:15	3	Industry facts Q&A	Klas Brogren, ShipPax Information
13:30		Lunch in Grand Buffet sponsored by Nordea, networking & visit exhibitors	
15:00	4	Recession outlook Oil and bunker development Post recession economy Q&A	Thina Margrethe Saltvedt, Nordea Tor Wergeland, Handelshøjskolen Copenhagen
15:40		Coffee sponsored by KONE Marine, networking & visit exhibitors Cabins available for check-in	
16:40	5	Ferry Shipping Industry PA/PR and Lobbying work Why we need to increase our presence in the rule makers' minds News from regulators and legislators Maritime UK Q&A	Johan Roos, Stena Rederi Yiota Krassakopoulou, Attica Bill Gibbons, Passenger Shipping Association
17:40	6	Interactive debate	Open forum
18:15	7	ShipPax Awards 2010	Klas Brogren, ShipPax Information
18:30		Networking & visit exhibitors	
20:00		Welcome drink in Conference area (deck 12) sponsored by Brax Shipping, networking	
21:00		Dinner in Grand Buffet sponsored by STX Europe Official hand-over of ShipPax Award prizes	
		Night cap sponsored by Tillberg Design	

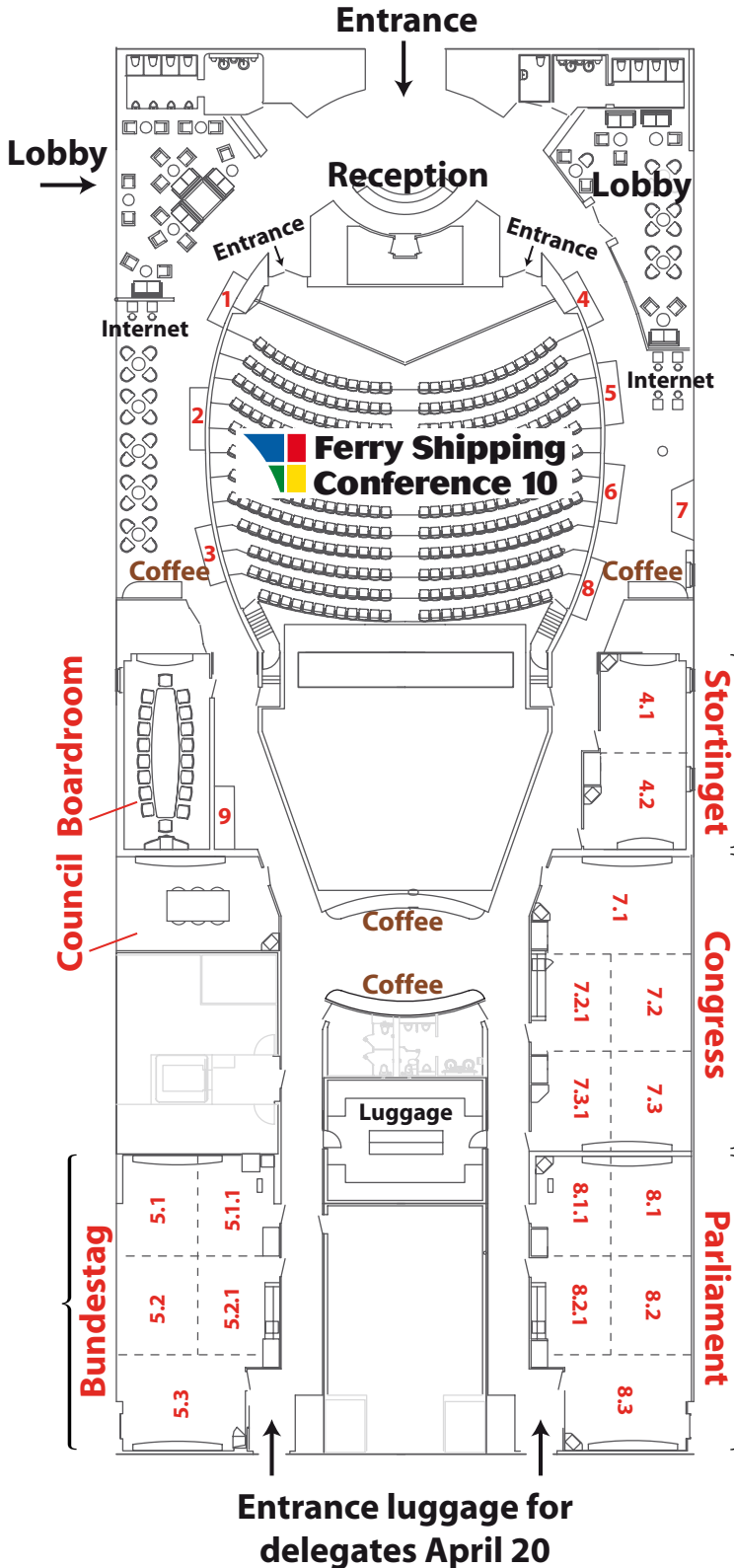
Wednesday, April 21 – Kiel			
Time	Session	Programme	Speakers
07:00-09:45		Breakfast in Grand Buffet/Oceanic sponsored by Voigt Seereisen- Agentur/ Sartori & Berger	
		Networking & visit exhibitors	
10:00	7	Are we a conservative bunch?	
		Where are the new ideas?	Bruce Peter, Glasgow School of Art
		A fast growing business opportunity	Bjarne Wollman, Dinamo Consulting
		OASIS – an inspiration of the seas	Mike Louagie, ShipPax Information
		Q&A	
11:00	8	Freight outlook	
		Freight changes during/after the recession	Carl-Otto Dahlberg, Imperial Shipping
		The Ro-ro/Freight situation	Hanns Heinrich Conzen, TT-Line
		Q&A	
11:30		Coffee sponsored by KONE Marine, networking & visit exhibitors	
12:15	9	Government concessions	
		The Scottish case	Guy Platten, Caledonian Maritime
		The Norwegian case	Edvard Thonstad Sandvik, Norwegian Public Roads Administration
		Q&A	
13:30		Lunch in Grand Buffet sponsored by DNV, networking & visit exhibitors	
15:00	10	New ships presentation	
		The new Dover - Calais ferries	Simon Johnson, P&O Ferries
		A 225 m wavepiercer, is that economy of scale?	Robert Clifford, Incat
		Fjord Line – Cruise Ferries upgrading Bergen - Stavanger - Hirtshals	Ingvald Fardal, Fjord Line
		Q&A	
16:00		Coffee sponsored by KONE Marine, networking & visit exhibitors	
16:30	11	Passenger traffic future	
		Market and concepts in future	Bill Gibbons, Passenger Shipping Association
		The Greek development	George Xiradakis, XRTC
		Q&A	
17:15		Networking & visit exhibitors	
18:00		Dinner drink in Magic Show Lounge sponsored by Stena RoRo, networking	
19:00		Show by 2 Entertain	
21:00		Dinner in Oceanic à la Carte sponsored by Color Line	
		Words of farewell	Bo-Lennart Thorbjörnsson, BOLT Consulting
		Next year's conference	
		Night cap sponsored by Meiko	

Thursday, April 22 – Oslo	
Time	Programme
07:00-09:45	Breakfast in Grand Buffet/Oceanic sponsored by Hogia Ferry Systems
10:00	Arrival Oslo
10:30	Buses taking delegates to the airport sponsored by H+H Umwelt & Industrietechnik GmbH

Ferry Shipping Conference 10

OnBoard

COLOR MAGIC – CONFERENCE CENTER (DECK 12)



Exhibition area	Exhibitor/company name
Boardroom	BRUDE Safety AS
Council	E-Dea Transport Technology
Stortinget 4.1	Ehrenborg & Co AB
Stortinget 4.2	Maritime Communications Partner (MCP)
Bundestag 5.1	On-Waves
Bundestag 5.1.1	Gleistein Ropes
Bundestag 5.2	Siemens AG, Energy Sector
Bundestag 5.2.1	Team Electric International
Bundestag 5.3	FORTHCRS S.A.
Congress 7.1	Hogia Ferry Systems
Congress 7.2	CAVOTEC MSL
Congress 7.2.1	Wärtsilä Corporation
Congress 7.3	Port of Bergen, Bergen Tourist Board
Congress 7.3.1	Alu Design & Services AS
Parliament 8.1	Bergen Group Fosen AS
Parliament 8.1.1	BLÜCHER Metal A/S & Jets Vacuum AS
Parliament 8.2	Versonix Corporation
Parliament 8.2.1	Elomatic Marine Engineering
Parliament 8.3	Norsafe AS

Exhibition table	Exhibitor/company name
1	Revenue Technology Services
2	Ariane Marine
3	Wireless Maritime Services (WMS) / MTN
4	DFI Dauerflora International
5	DVZ-SERVICES GmbH
6	Quintek Epos Solutions
7	Cherry Maritime Gaming
8	Port of Tyne
9	Fidelio Cruise Software GmbH

Exhibitors

Alu Design & Services AS
Ariane Marine
Bergen Group Fosen AS
BLÜCHER Metal A/S
BRUDE Safety AS
CAVOTEC MSL
Cherry Maritime Gaming
DFI DAUERFLORA International GmbH
DVZ-SERVICES GmbH
E-Dea Transport Technology
Ehrenborg & Co AB
Elomatic Marine Engineering
Fidelio Cruise Software GmbH
FORTHCRS S.A.
Gleistein Ropes
Hogia Ferry Systems
Jets Vacuum AS
Maritime Communications Partner (MCP)
Norsafe AS
On-Waves
Port of Bergen, Bergen Tourist Board
Port of Tyne
Quintek Epos Solutions

Revenue Technology Services Corporation
Siemens AG, Energy Sector
Team Electric International Ltd
Versonix Corporation
Wireless Maritime Services (WMS) / MTN
Wärtsilä Corporation

Sponsors

Brax Shipping
Carus PBS Ab Ltd
Color Line as
Det Norske Veritas
H+H Umwelt & Industrietechnik GmbH
Hogia Ferry Systems
Incat Tasmania Pty Ltd
KONE Marine
MEIKO Maschinenbau GmbH & Co. KG
Nordea Bank Norge ASA
Sartori & Berger / Voigt Seereisen-Agentur
Stena RoRo
STX Europe
Tillberg Design
TTS Port Equipment AB /
TTS Ships Equipment AB

Speakers

Klas Brogren
Robert Clifford
Hanns Heinrich Conzen
Carl-Otto Dahlberg
Ingvald Fardal
William Gibbons
Simon Johnson
Trond Kleivdal
Yiota Krassakopoulou
Mike Louagie
Enn Pant
Bruce Peter
Guy Platten
Johan Roos
Thina Margrethe Saltvedt
Edvard Thonstad Sandvik
Bo-Lennart Thorbjörnsson
Piotr Waszczenko
Tor Wergeland
Bjarne Wollmann
George Xiradakis

Exhibitors

Alu Design & Services AS

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Country: Norway
Tel: +47 907 59 295
Fax.: +47 38021531
www: www.alu-design.no
e-mail: frank@alu-design.no
Contact: Frank Robertsen
Nature of business: Pilot and operator seats



Alu Design & Services AS of Norway, established in 2008, announced last year the launch of a new series of pilot and operator chairs that blends technology, comfort and style into a unique tailor-made, ship-bridge work station. The response from the market has been remarkable and has inspired us to continue to develop smart and technical superior solutions. A design task chair, the AluTech series provides advanced ergonomic performance, intuitive functionality, and superior comfort in a simple, attractive design.

Alu Design & Services offer a variety of options of chairs and deck rail systems to suit most requirements in today's market, whether it is for fast ferries, ferries, cruise vessels or any other kind of marine or offshore vessel.

Ariane Marine

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Country: France
Tel: 0148106100
www: ariane-marine.com
e-mail: info@ariane-marine.com
Contact: Vanessa MARCHESSEAU
Nature of business: Self-Service Kiosk Solutions



Ariane Marine is a division of Ariane Systems, the world's leading provider of self check-in / check-out technology solutions for the hospitality industry. Founded in 1998 by Michel Lavandier and Laurent Cardot, Ariane now has over 1,500 kiosks installed in 15 countries. Ariane Marine will be going "live" with their newest product spring 2010 - **Automatic Vehicle and Passenger Check-In Kiosk** - allowing both check-in and tickets sales. Automatic license plate recognition, height and length detection, barcode reading, passport scanning, and payment system just to name a few of the features. Based in Paris, France, Ariane Systems maintains regional offices in the U.K., Germany, Spain, Benelux, Scandinavia, the Middle East and North America. For more information, please visit www.ariane-marine.com.

Bergen Group Fosen AS

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www: www.bergengroup.no
e-mail: fosen@fmv.st.no
Contact: Director of Marketing & Sales Arild Kalkvik
Nature of business: Shipbuilding & Ship Design



Bergen Group is a maritime industrial group with main focus on advanced specialized vessels and the offshore industry. The Group has 2,000 employees located in companies and localities along the Norwegian coast from Kirkenes in the north to Stavanger in the south. The group's main office is located in Bergen. The shipyard today known as Bergen Group Fosen, former Fosen Mek. Verksteder, was established in 1918 and has 40 years experience in construction of a wide variety of different types of ships. Bergen Group Fosen has 250 employees. Bergen Group Fosen specializes in RoPax, specialized cruise and large offshore vessels. The yard has delivered ships to owners like Stena RoRo, Hurtigruten, Anek Lines, CTN, Minoan Lines, FosenNamsos and Birka Lines. Bergen Group Fosen has also built the acclaimed ship The World of Residensea.

BLÜCHER Metal A/S

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Fax.: + 45 99 92 08 30
www: blucher.com
e-mail: marine@blucher.com
Contacts: Arndt Søndergaard, Michael Tønnesen
Nature of business: Drainage system



BLÜCHER® EuroPipe is the superior push-fit pipework system for scupper lines and black & grey water discharge in vacuum and gravity systems. All in stainless steel grade AISI 316L (optionally 304). Pipes Ø50 - 250 mm, lengths 0.15 - 6 m and an extensive fittings range make BLÜCHER® EuroPipe very adaptable. The light-weight pipes are easily handled, cut and assembled, ensuring fast installation. With over 50 years functional life and little maintenance required, its cost-in-use is very low. BLÜCHER® products are fire-proof, and in case of fire no toxic gases are released. Deck and bulkhead penetrations carry approval to IMO Res. A 754(18), MED certification to A60. BLÜCHER also offers scuppers, channels and deck/bulkhead penetrations. Recent product developments include stainless steel pipe penetrations and drains with a special flange for welding into aluminium structures. BLÜCHER® has been installed in over 900 vessels worldwide. BLÜCHER is preferred supplier to the largest cruise-ship yards, e.g. STX, Fincantieri and Meyer Werft.

BRUDE SAFETY AS

Address: Breivika Industrivei. 4
Postcode: 6025
City: Aalesund
Country: Norway
Tel.: +4770177700
Fax.: +4770177701
www: www.brude.no
e-mail: office@brude.no
Contact: Lauritz Skeide
Nature of business: Supplier of Safety, Fire and Rescue equipment



Please allow me to introduce you to Brude Safety AS, one of the world's leading manufacturers of Safety and Rescue equipment. Brude provides you with complete packages / solutions for safety at sea; Products include:
1. MARINE EVACUATION systems
 • KOPAS Evacuation System
 • Brude MES Slide System
 • Brude MES Chute System
 • Brude MES Chute SPS System
2. MOB Boats
 - BRUDE HD720.
 The BRUDE HD 720 ASI Fast Rescue Boat has excellent Reliability, Manoeuvrability & sea-keeping abilities in order to fulfil its prime function - to provide an effective means of search and recovery for persons missing at sea.

The hull is fabricated in seawater resistant aluminium and divided into four watertight compartments. Compared to expanded foam this is far more environmentally friendly and gives several advantages:
 • Lower weight
 • No fungal/pest
 • Easy inspection
 • No inside corrosion
 • Easy maintenance and repair.
 - NPT 40 FRB
 - NPT 60 FRB
 - NPT 70 FRB
3. Brude Gangway System
 The BRUDE Gangway System is a complete & highly effective gangway system with coaming, mounted door & telescopic gangway, including hydraulic unit & control panel.

CAVOTEC MSL

Address: Via S. Balestra 27
Postcode: CH-6900
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Country: Switzerland
Tel. +41-91-911 4010
Fax +41-91-922 5400
www: www.cavotec.com
e-mail: lars.hellman@cavotec.com
Contacts: Lars Hellman, Jakob Tolsgaard, Luciano Corbetta
Nature of business: Shore side power supply (Cold Ironing) & Automated Mooring Systems



Cavotec MSL provides innovative and environmentally friendly technologies for the ports and maritime, airports, mining and general industry sectors.

Through close cooperation with our customers, we develop new innovations that redefine industry standards, enhance efficiency and improve environmental sustainability. Over the past 40 years, we have earned a reputation for operational excellence and high quality customer service through our unique multinational network of research, engineering, manufacturing and sales companies.

As a know-how provider, we rely upon our team of dedicated professionals to seek new opportunities that ensure our continued growth and success.
 At the Ferry Shipping Conference 2010 Cavotec is addressing the Shore side power supply solutions or (Cold Ironing) and increasing efficiency with automated mooring system called the MoorMaster (R)

Cherry Maritime Gaming

Address: S. Långg. 23 p4
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Tel: +46 8 514 969 40
Fax.: +46 8 514 969 59
www: www.cherry.se
e-mail: lgp@cherry.se
Contacts: LarsGunnar Persson, Mats Rydberg, Simon Walton Gunnar Lind
Nature of business: Onboard Gaming and Leisure



Cherry Maritime Gaming operates casinos, gaming, and entertainment on around seventy ships and ferries in Nordic and Mediterranean waters, and from 2009 from UK, across the Channel, Irish Sea, North Sea, and Western Channel to Spain. Founded in 1963, Cherry is a Public Company listed in Sweden and because of its corporate status is seen as a company of quality and with an excellent reputation. Cherry's business model is aimed at creating an atmosphere of excitement and entertainment. This is achieved by working closely with ship owners in order to customize the on-board offer to meet their own image and corporate objectives, and to meet local legal regulations.

Cherry's activities, include over 200 live casinos, 4 online casinos, arcade and video games, and traditional casino slots. Cherry has more than 700 employees.

DFI DAUERFLORA International GmbH

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Fax.: +49/40/ 67 94 64-18
www: www.dauerflora.de
e-mail: info@dauerflora.de
Contacts: Barbara Bressemer & Dirk Ebeling
Nature of business: interior landscaping design including planters, furnishings like ashtrays and litter bins



We are plant design specialists based in Hamburg, Germany and Miami, Florida. We have been providing businesses and public spaces with live, artificial and preserved plants, landscapes and furnishings since 1989. We see ourselves as the catalyst and driving force behind each customer's vision. With our years of experience and expertise in plant design, we transform buildings and spaces to achieve the desired effect that our customers wish their staff and visitors to experience. We also support our customers at every stage: from providing initial help and guidance to drawing up detailed plans, project management and plant maintenance. We work effectively as a team and can carry out any size of project – worldwide.

DVZ-SERVICES GmbH

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Fax.: +49 4242 1693899
www: dvz-group.de
e-mail: info@dvz-services.de
Contacts: Dipl Ing Jens van Züren, Gabriele van Züren
Nature of business: WATER TREATMENT TECHNOLOGY



DVZ-SERVICES GmbH

Your Partner in Modern Marine Technology
 Member of the DVZ-GROUP
 DVZ-SERVICES is a leading Supplier of Environmental Protection Technology in the Field of Maritim and Industrial Use Applied FOR
 - Cargo Ships
 - Cruisers & Ferries
 - Offshore

E-Dea Transport Technology

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Fax.: +39 081 19366154
www: www.edeatech.eu
e-mail: sales@edeatech.eu
Contacts: Nicola Cammarota, Claudio Natalini, Darren Smith
Nature of business: Software Solutions for the Maritime Market



E-Dea Transport Technology is a leading edge provider of next generation IT solutions for today's global Maritime Transportation industry, managing in excess of 15 million passengers. Our solutions allow customers to reduce their costs and increase their revenues, by utilising modern technologies and advanced revenue management tools. Also the systems natively integrate with a number of industry standard providers such as Vingcard, TTI Unicorn, aferry.com, RTS and PROS. E-Dea's product suite includes solutions for Ferry operators, Cruise operators & port authorities based around our next generation middleware software platform IMOS® (Integrated Maritime Operating System). The product suite includes Reservation Systems (eBooking®), Passenger & Cargo Check-in Systems (eBoarding®), Automation & Control of the ship embarkation processes (ShipBoarding®, TrackVision®). These technologies give our customers the ability to comply with their complex business requirements and legislative regulations based on a single common platform. E-Dea provides customer support 24/7 365 days a year from our offices in Naples, Rome (Civitavecchia) and London.

Ehrenborg & Co AB

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Fax.: +46 31 864327
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e-mail: jorgen.warsell@ehrenborg.se
Contact: Jörgen Warsell
Nature of business: Luxury Vinyl Tiles Flooring



Ehrenborgs was founded at the end of the 1940's by Bengt Ehrenborg. Today, we are one of the leading players on the Swedish market for flooring for public areas. In 2006 we launched our own brand, Nordic Flooring and Nordic Flooring Marine. A High quality LVT product with a designer feel that is suitable for all public and marine areas. "We create works of art you can walk on"

Elomatic Marine Engineering

Address: Östra Strandgatan 72
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City: TURKU
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Tel: +358 2 412411
Fax.: +358 2 412 4444
www: www.elomatic.com
e-mail: info@elomatic.com
Contacts: Peter Albrecht, Sture Aurén
Nature of business: Consulting and Engineering



Elomatic is a consulting and engineering company providing a full range of services for the international shipbuilding and shipping industries. Elomatic carries out comprehensive design and engineering projects as well as concept development tasks and special tasks and studies for newbuildings and conversions. Concept development including operational and feasibility studies are carried out resulting in a bid package or the full contract documentation. Basic design and detailed design tasks are mainly done for the shipbuilders, but Elomatic also provides services for the owner during the construction phase. These include project management and on-site assistance as well as assistance in approval of drawings and contacts to classification societies and authorities. Elomatic's Life Cycle Service also covers activities during the operational period of the vessel. This service includes conversion and interior refit engineering and various small tasks such as rule follow-up and stability updates. In addition, in order to support the vessel's maintenance and modernization process Elomatic provides information and document management services with an integrated easy-to-use tool utilizing a 3D model viewer and other visualisation methods.

Fidelio Cruise Software GmbH

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Fax.: +49 (40) 39807-300
www: www.fcruise.com
e-mail: awright@fcruise.com
Contacts: Antonius Heuer, Managing Director,
 Max Lessmoellmann, MD Operations & Finance
 Jens-Juergen Schaefer, Director of Sales Europe
 Andrew Wright, Key Account Manager
 Ingo Seorensen, PoS Product Manager
Nature of business: Integrate IT solutions for the passenger shipping industry



Fidelio Cruise Software GmbH is market leader in the design, installation and support of IT systems for the passenger shipping industry. Today, the company's software systems are in constant operation aboard over 200 vessels belonging to 42 separate companies. The solutions include Meal Count System with galley display, Materials Management System (for purchasing and inventory control) with integrated Retail Point of Sale, Fleet Management System (for consolidated fleet activity analysis and reporting) and a Dining Management System. Meal Count System provides real-time overview of the catering operations, with a display in the galley showing the current inventory of prepared meals, the quantity ordered and details of any special orders. Retail Point of Sale solution offers a centralized managed, flexible POS with price lists available in different currencies, and promotions and discount handling. Fidelio Cruise provides these various software suites and other modules in integrated or stand-alone modes.

FORTHCRS S.A.

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Country: GREECE
Tel: +30 211 9558800, +30 211 9559929
Fax.: +30 211 9559909
www: www.forth-crs.gr
e-mail: sales@forth-crs.gr
Contacts: Katia Cok / Vassilis Spitadakis
Nature of business: Electronic Services – Booking Systems – eTourism Solutions



FORTHcrs is a software services provider in the areas of tourism and transportation, with strong expertise into passenger ferry business. Services include the following:

- **SeaOnLine & OpenSeas**, the on-line booking system for ferry operators, that fully integrates all operations and bundles them with powerful on-line distribution services (20 millions tickets yearly) for ticketing, through a wide international network of sales offices. The system includes variant peripheral modules for revenue management, web bookings and other automated sales procedures, and is being advanced to incorporate other types of transport.
- **RoomView and Dynamic Packaging**, a software applications' suite for B2B/B2C sales of hotels for agencies and hotel owners/vendors. It includes a powerful platform that facilitates combination of tourism services and provides the means to package hotel and ferry offerings, including other services.
- Port systems and services, mainly for passenger flow management needs such as check in and port operation procedures.

Gleistein Ropes

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City: Bremen
Country: Germany
Tel: +49 421 6904949
Fax.: +49 421 6904999
www: www.gleistein.com
e-mail: visser@gleistein.com
Contacts: Jan Willem Visser – Sales Office Sweden, phone +46 431 411479
Nature of business: production and supply of complete range of synthetic fiber ropes



Gleistein Ropes produces and supplies a complete range of synthetic fiber ropes for Commercial Shipping and Industry. The factory exists since 1824 and is now in the process of considerable expansion. Next to the factory in Bremen, Germany, we have a production plant in Trencin, Slovakia, where we process all conventional fibers and mixes, as well as the High-Performance fibers, of which DYNEEMA® is probably the most known.

We produce over 5500 different kinds of rope, from 1 to approx. 200 mm diameter in several different constructions.

Gleistein focuses specifically on the numerous applications of ropes with DYNEEMA®.

This specific rope type is the ultra-strong and ultra-light replacement for steelwires and heavy and bulky conventional fiber ropes.

The main advantage – among many others – is operational cost-saving due to much easier and faster handling.

Examples of applications : ship mooring lines, towing lines, industrial lifting slings. Recent delivery : all DYNEEMA® mooring lines for cruise ship OASIS OF THE SEAS.

The company is certified in accordance with ISO 9001 (GL).

Jets Vacuum AS

Address: Myravegen 1
Postcode: 6060
City: Hareid
Country: Norway
Tel: +47 700 39 100
Fax.: +47 700 39 101
www: www.jetsgroup.com
e-mail: post@jets.no
Contacts: Even Fylling, Sales Manager
 Ole Chr. Fotland, Sales & Marketing Director
Nature of business: Vacuum Sanitary Systems



SANITARY SYSTEMS - MADE TO PLEASE

A Jets™ system is available for any type of ship – from the finest yacht to the largest cruise liner.

Our patented Vacuumarator™ is a unique in line vacuum screw pump with an integrated macerator. We make installation of sanitation systems onboard ships extremely simple, reliable and cost efficient. It just cannot be made easier.

With more than 7000 systems in operation, we have a solid and rapid growing international reputation.

Jets Vacuum AS has since the start of the company in 1986 been the leading innovator in vacuum sanitation technology.

ADVANTAGES

- * In line vacuum generator – no tank needed in order to generate vacuum
- * Macerator incorporated in the vacuum generator (Vacuumarator™)
- * Highly flexible solutions with simple installation
- * Direct interface with sewage treatment plant.

There is an optimal Jets™ system for one toilet – thirty toilets or thousands.

Maritime Communications Partner (MCP)

Address: Nygaten 4
Postcode: N-4838
City: Arendal
Country: Norway
Tel: 0047 37090000
Fax.: 0047 37090001
www: www.mcp.com
e-mail: post@mcp.com
Contact: Cristian Bay
Nature of business: Global maritime cellular operator



MCP is the global maritime cellular operator focused on providing cost effective GSM and CDMA communications solutions specially created to fulfil the requirements of the cruise- and shipping industry. MCP enables cell phone coverage by installing and operating the ship borne radio networks, linking the vessels with public networks via satellite. MCP is fully owned by Telenor ASA, one of the largest telecommunications companies in the world, with more than 174 million subscribers worldwide.

Norsafe AS

Address: PO Box 115
Postcode: NO-4852
City: Faervik
Country: NORGE
Tel: +47 370 585 00
Fax.: +47 370 585 01
www: www.norsafe.com
e-mail: sales@norsafe.com
Contact: Mr Oskar Havnelid
Nature of business: Rescueboats, Lifeboats, Davits



Norsafe is one of the world's leading suppliers of lifesaving equipment for ships. Our boats can be found on numerous passenger vessels operating in European waters. This is because of our specialist skills as a manufacturer of Fast Rescue Boats and Davits which have been achieved over many years of research and practical experience. Norsafe has act routinely as a technical consultant to relevant authorities when detailed product information is required. We are pleased to showcase our most relevant models, Merlin 6.15m, Mako 6.55m and Magnum 7.5m as well as general discussions regarding Norsafe products. Norsafe is also exploring alternative evacuation possibilities for large passenger vessels such as the "Rescube" concept. Please come and visit us at stand 8.3 during the event.

On-Waves

Address: Armuli 25
Postcode: IS-108
City: REYKJAVIK
Country: ICELAND
Tel: +354 864 9432
www: www.on-waves.com
e-mail: info@on-waves.com
Contacts: Constantin Simeonidis, CEO
 Fanny Peltier, Marketing & Communication Manager
Nature of business: Maritime Mobile Communication



On-Waves is a leading telecommunications service provider in wireless mobile network communications offering GSM and CDMA coverage, along with a comprehensive suite of enhanced services to Ferries & Cruise Ships, Cargo Ships, Offshore Installations, Fishing vessels, Private yachts, Business Aviation jets and remote terrestrial locations. With a combination of the latest technologies; excellent voice and data quality, redundant fiber links to all major VSAT satellite providers, up to date services and seamless service for GSM and CDMA phones, On-Waves brings to both passengers and crew members, an on-board wireless experience matching that which users experience on land. On-Waves is a subsidiary of Siminn (formerly Iceland Telecom), a well known International mobile phone carrier with 1,600 employees and over 500 GSM roaming agreements. Siminn was the very first Maritime GSM provider in the world and the first to offer its services to the Cruise industry, beginning in 2003 on a World Tour Cruise.

Port of Bergen, Bergen Tourist Board

Address: P.O.Box 4055 Dreggen,
Postcode: 5835
City: Bergen
Country: Norway
Tel: +47 5556 8965 Port of Bergen, contact name Helen Hovland
Fax: +47 5556 8986
 +47 55552010 Bergen Tourist Board, contact name Ole Warberg
Fax.: +47 55552011
www: bergenhavn.no/visitBergen.com
e-mail: helen.hovland@bergen.kommune.no/ole@visitbergen.com
Contacts: Ole Warberg / Helen Hovland
Nature of business: Port and destination



Bergen - "Seeking ferry Newcastle-Western Norway" with Port of Bergen, Haugesund and Stavanger as reference ports. The route between Bergen and Newcastle have a 130 years long tradition. The route ended in August 2006, and both the freight market, operators as well as the passengers and the mentioned ports in Western Norway want to have a new ferry company/operator to re-establish the route, and to maintain the good cooperation, relation and tradition between the two countries and cities.

Port of Tyne

Address
Headquarters: Maritime House, Tyne Dock, South Shields, Tyne & Wear
Postcode: NE34 9PT
City: South Shields
Country: United Kingdom
Tel: +44 191 455 2671
Fax.: +44 191 455 4687
www: www.portoftyne.co.uk
e-mail: jennifer.dunn@portoftyne.co.uk
Contacts: Jennifer Dunn [Marketing & Communications Manager]
 Fergus Poole, Cruise & International Passenger Terminal Manager
Nature of business: Deep river port with 5 business areas



A highly successful commercial business with five business areas: bulk & conventional cargo, car terminals, cruise & ferries, logistics and estates, the Port of Tyne's aim is to create a vibrant, sustainable Port of Tyne. Traditionally famous for its coal exports, the radical changes in the UK's mining industry during the 1990s created an urgent need for the port to diversify to remain viable. Consequently, the port has successfully entered into new markets, ranging from car exports, imports and trans-shipments, through to logistics and cruise, helping it earn the accolade of European Port of the Year for three consecutive years, and runner up in the Seatrade Insider Cruise Port of the Year 2008. There has been a ferry route to Norway since the 1880's; this closed in 2009 and the Port of Tyne is actively seeking new operators to re-open the route from its International Passenger Terminal in North Shields.

Quintek Epos Solutions

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City: Berkshire
Country: United Kingdom
Tel: +44 (0) 1344 894550
Fax.: +44 (0) 1344 724653
www: www.quinteksystems.com
e-mail: tcwatson@quinteksystems.com
Contact: Tim Watson
Nature of business: Retail and Cartering Information Systems (EPOS)



Quintek is dedicated to providing retail information technology based business solutions to the Cruise and Ferry industry that provides full control and management of information across the business. Over the years Quintek's close involvement with the shipping industry has enabled the company to gain a unique insight into this market allowing us to development products that have been specifically designed to provide rich functionalities that is required by shipping companies with the high performance and robustness crucial for trading in such demanding environments. The solution, 'Cygnus Cruise & Ferry' is a powerful and flexible suite of software products offering a comprehensive management framework for a wide variety of retail and catering operations. Whether it is installed in a bar, restaurant, fast food outlet, retail shop or kiosks Committed to building long term business relationships, Quintek delivers market leading solutions that provide its customers with a competitive edge.

Revenue Technology Services Corporation

Address: 2009 Chenault Drive, Suite 100
Postcode: 75006
City: Carrollton, Texas
Country: U.S.A
Tel: +44-1344-206-476
www: rtscorp.com
e-mail: Steve.Balleby@rtscorp.com
Contacts: Steve Balleby / Steve Chamberlin
Nature of business: Profit Optimization and Pricing



Revenue Technology Services Corporation (RTS) offers proven Profit Optimization and Dynamic Pricing solutions for the Cruise-Ferry industry. Through the past 14 years RTS has developed and implemented solutions that has helped Cruise-Ferry companies achieve significant revenue gains through the application of best-in-class forecasting and optimization of demand, multi-resource capacity such as cabin, passengers and cars as well as price optimization for individual fare classes. We have helped companies achieve revenue gains between 3% and 12 % in the passenger business and between 2% and 10% in the cargo business. Come see us at our exhibit and let us see how much we can increase your business !

Siemens AG, Energy Sector

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Postcode: 91052
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Country: Germany
Tel: + 49 180 524 70 00
Fax.: + 49 180 524 24 71
OPS www: www.siemens.com/energy/ops
Corporate www: www.siemens.com
e-mail: support.energy@siemens.com
Contact: Jussi Mantynen (jussi.mantynen@siemens.com)
Nature of business: Power Distribution Solutions, Onshore Power Supply Solutions for Ships



The Siemens Energy Sector is the world's leading supplier of a complete spectrum of products, services and solutions for the generation, transmission and distribution of power and for the extraction, conversion and transport of oil and gas. In fiscal 2009 (ended September 30), the Energy Sector had revenues of approximately EUR25.8 billion and received new orders totaling approximately EUR30 billion. On September 30, 2009, the Energy Sector had a work force of more than 85,100.

As the world's only integrated energy infrastructure company covering the entire energy conversion chain, Siemens delivers intelligent, trendsetting answers to the increasingly complex challenges the energy business faces. The close and smooth interaction of all fields of technology and expertise at Siemens results in products, solutions, and services that meet the challenges of the changing energy landscape. Siemens have developed a SIHARBOR / SIPLINK solution for connecting Ships on Onshore power (OPS). SIHARBOR is fully engineered solution for shore to ship connections, which also saves ship owners money and reduces emissions while berthed.

TEAM ELECTRIC INTERNATIONAL LTD

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Tel: +358 415015491
Fax.: +358 102960770
www: TEAM-ELECTRIC.COM
e-mail: SALES@TEAM-ELECTRIC.COM
Contact: MARTIN PEDERSEN
Nature of business: Air purification systems



Air purification solutions for your entire fleet

Introducing Desinfinator, the world's most advanced air purification systems. Eliminate the strongest odours, remove airborne bacteria, deal with mould problems and reduce grease build up in galley ducting using our highly efficient air cleaning technology which is based on a unique method of using nanotechnology and combining some of the most antiseptic air cleaning processes known today.

All products are easily installed and maintained. In addition Team Electric offers full support ranging from system design, installation and maintenance.

Turnkey electrical projects

As a marine medium size electrical engineers (€ 4 mill. turnover) we are able to provide a full range of flexible services to support the shipping industry from survey, design, installation, commissioning and material delivery worldwide with a very short lead time.

Versonix Corporation

Address: 1175 Saratoga Ave., Suite 4
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Country: United States
Tel: +1 408-873-3131
Fax.: +1 408-873-3139
www: versonix.com
email: info@versonix.com
Contacts: Yuri Polissky, Victor Velton
Nature of business: Software Solutions for the Ferry, Cruise and Travel Industries



Versonix' Seaware rule-based reservation solution delivers industry-leading Yield Management, Cargo Handling and Customer Relationship functionality. The Seaware solution provides a complete, reliable and flexible platform that allows companies to maximize operating efficiencies and customer satisfaction. Seaware enhances customer relations effortlessly by effectively supporting Sales and Marketing, Reservations, Yield and Revenue Management. Seaware serves as a common point for all distribution channels including the Internet, GDS and call center. The Seaware solution allows companies to respond quickly and effectively to dynamic changes in their industry. Founded in 1984, Versonix is headquartered in San Jose, California, in the heart of Silicon Valley. Additional software development and support centers are located in St. Petersburg, Russia, and Ft. Lauderdale, Florida.

CLIENTS

Worldwide, Versonix serves clients of all sizes, ranging from 30+ employee companies to international firms employing thousands. Client's guest volumes ranges from 10,000 to over 7 million passengers per year.

Wireless Maritime Services (WMS) / MTN

Address: 3088 N. Commerce Parkway
Postcode: 33025
City: Miramar
Country: USA
Tel: +447829808811
Fax.: +1 954 447 6837
www: www.cellularatsea.com; www.mtnsat.com
e-mail: clive.poole@cellularatsea.com
Contact: Clive Poole Sales Director, EMEA
Nature of business: Maritime Mobile cellular telephone and satellite systems and services



Wireless Maritime Services (WMS) offers an advanced cellular roaming network onboard Cruise Ships and Ferries providing voice, text messaging and data services to guests and crew with over 300 carriers worldwide using their carrier own handset and phone number. The WMS cellular service is available onboard while the ship is at sea. International roaming charges apply and are billed to the guest by their home carrier. WMS also provides inexpensive pre-paid telephony services specifically designed to allow the crew to call home whilst at sea. MTN Satellite Communications is a global service provider of satellite communications, connectivity and content services in remote locations around the world. WMS and MTN work closely together to offer integrated total communications solutions for the maritime market.

Wärtsilä Corporation

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City: Helsinki
Country: Finland
Tel: +358 10 709 0000
Fax.: +358 10 709 5700
www: warsila.com
e-mail: customerservice.marine@wartsila.com
Contacts: Johan Hansten, Sales Director
 Calle Björk, Vice President
Nature of business: Solutions for ship machinery, propulsion, automation, manoeuvring, ship designs and services



Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasising technological innovation and total efficiency, Wärtsilä maximises the environmental and economic performance of the vessels and power plants of its customers. In 2009, Wärtsilä's net sales totalled EUR 5.3 billion with more than 18,000 employees. The company has operations in 160 locations in 70 countries around the world. Wärtsilä is listed on the NASDAQ OMX Helsinki, Finland.

Brax Shipping

Address: Klippan 3
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Tel: +46 31 18 32 00
Fax.: +46 31 18 32 60
www: braxship.com
e-mail: brokers@braxship.com
Contacts: Martin Kärhaage, Mikael Landström, Lars Hallengren



Nature of business: Shipbrokers

Brax Shipping, established in January 1982, is an independent shipbroking company. We aim to engage our clients in close, long-lasting business relationships based on our proven ability to guide to successful and profitable solutions. We are specialized in the ferry, RoRo and cruise vessel segments and our accumulated knowledge renders us a unique position and we are considered to be among the leaders within our niche. Extensive knowledge of our markets, market actors and technology combined with a vast international network enables us to provide information and know-how to actively support the entire process from decision making via negotiations to the finalization and follow-through of an acquisition or a charter. Focusing on sale & purchase and chartering of vessels has allowed us to build a solid base of world-wide clients among ship owners, operators and charterers. In addition, the contracting of newbuildings with shipyards as well as the challenging task of scrapping assignments has given us a full perspective of all commercial aspects of a vessel's life cycle. In addition, we utilize our knowledge through advisory consultations and valuations for banks, lawyers, and financing institutions. Our background is mainly from ship owning companies, a fact we believe helps us identify opportunities for our clients – both present and prospective.

Carus PBS Ab Ltd

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City: Mariehamn
Country: Finland
Tel: +358 20 7107 800
Fax.: +358 20 7107 827
www: www.carus.fi
e-mail: sales@carus.fi
Contacts: Anders Rundberg & Keith Sherwood
Nature of business: IT-solutions for booking and check-in



Carus is totally focused on the passenger shipping industry providing advanced reservations and departure control solutions that are constantly evolving to meet the ever changing operational demands of our clients. The Carus system, CarRes, is a tried and tested solution that provides the 24/7 reliability required of mission critical applications especially when delivered via our hosting services in Europe and the USA. For over a decade Carus have been serving a growing client base which includes operators in the Baltics, UK, mainland Europe, the United States and Australia. Carus clients cover every aspect of the ferry industry and operate virtually every type of vessel proving the versatility and flexibility of CarRes. Carus are proud of their stable solutions, services and finances and look forward to demonstrating how these can benefit your organisation.

Color Line as

Address: Fremmøte:Colorline terminalen,Hjortenskaia 0250
Postadresse: Postboks 1422 vika 0115 Oslo
Country: Norway
Tel: 22944400
Fax.: 22830430
www: colorline.no
Contact: Trond Kleivdal
Nature of business: Cruise and transport shipping



Color Line AS is Norway's largest and one of Europe's leading cruise and transport shipping companies, with about 2 600 man-years in four countries. Annual sales are around 4.7 billion NOK. After a strategic reorganization in 2008, the company deploys a total of six ships on four routes linking seven ports in four countries; Norway, Sweden, Denmark and Germany. Color Line operates in the fields of passengers and goods, conference, hotel management, restaurants, retailing, entertainment and organized tour production. Color Line has in the period 2004 - 2008 invested 7.5 billion NOK in new ships and concepts. The company's vision is to be the best cruise and transport company in Europe.

Det Norske Veritas

Address: Veritasveien 1
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Country: Norway
Tel: +47 67 57 99 00
Fax.: +47 67 57 99 11
www: www.dnv.com
e-mail: Hilde.Smedal.Thunes@dnv.com
Contacts: Hilde Smedal Thunes, Hans Eivind Siewers
Nature of business: Classification



DNV is not only renowned as one of world's leading class societies, it also pays special interest to ferries and the well-being of the industries supporting passenger-carrying vessels. Our prime assets are the creativity, knowledge, and expertise of our employees. Most of our 9000 employees are highly qualified engineers and technical personnel. DNV is an international company with about 300 offices in 100 different countries. Headquartered in Oslo (Høvik), Norway, DNV's global network is linked by efficient information technology enabling us to create value for our customers in a coherent and consistent manner worldwide.

H+H Umwelt & Industrietechnik GmbH

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City: Hargesheim
Country: Germany
Tel: +49(0) 671-920 64 0
Fax.: +49 (0) 671-920 64 20
Mobile: Bjarne Lindfors : +358 40 830 7701
www: www.huhgmbh.com
e-mail: Bjarne.Lindfors@HuHGmbH.com herbert.roemich@HuHGmbH.com
Contacts: Bjarne Lindfors (Sales Representative) Herbert Römich (CEO)
Nature of business: SCR Systems / Nox reduction



The H+H Umwelt- und Industrietechnik GmbH at Hargesheim (Germany) designs and provides SCR (Selective Catalytic Reduction) exhaust gas treatment systems for the NOx reduction of vessels, combined heat and power plant (CHP) and industrial application. Furthermore we could deliver special catalysts for the purification of exhaust gases and air, soot filters and offers project related engineering & services. With more than 160 vessels, we are the most experienced manufacture of catalytic converters for NOx reduction from marine applications. Our aim is to produce and to deliver economically affordable and high quality Catalytic Systems for the treatment of exhaust gases. As a competent partner working close with our customers, we would like to provide an important contribution to our environmental protection. *"H+H- SCR Systems from the expert!"*

Hogia Ferry Systems

Address: Vallonvägen 1b
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Tel: +358-6-3192800
Fax.: +358-6-3192899
www: <http://bookit.hogia.fi>
e-mail: bookit@hogia.fi
Contacts: John W. Bertell, Sales Manger
Ari-Pekka Soini, Managing Director



Nature of business: Reservation Systems Software

Hogia is this year celebrating its 30th year in the IT industry and has for more than 20 years been active with IT systems for the ferry and transport industry. More than 12 million passengers per year as well as vehicles and cargo units are served by Hogia's customers on four continents. Hogia provides a standard software application for full sales and operations support in a ferry business including booking, ticket sales, payment registration, check in, embarkation, back-office and financial routines, Customer Management and Data Warehouse modules. Together with our sister companies in the Hogia Transport business sector we serve ferries, port terminals, public transports and logistic providers with mission critical systems for the whole transport industry providing seamless chains of information over the full chain of multi-modal transport from producer to consumer. Being close partners to major IT and technology providers in the travel sector like Amadeus and VingCard, Hogia offer an extensive IT solution for any travel or transport company.

Incat Tasmania Pty Ltd

Address: 18 Bender Drive, Prince Of Wales Bay
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Tel: +61362730677
Fax.: +61362730932
www: www.incat.com.au
e-mail: incat@incat.com.au
Contact: Kim Clifford
Nature of business: Shipbuilder



20 years ago in 1990 we crossed the Atlantic in record time to deliver the first fast cary ferry to Europe. 10 years later we carried the first trucks at high speed with our 96 metre.

20 years of development after the Atlantic achievement we introduce the eco ship 130.

Incat's ecoship 130 now offers the capacity to carry large numbers of commercial vehicles, rigid articulated vehicles, vans and lorries at lower operational costs. The ecoship 130 is a significant development, a real coming of age, the new wave of fast, lightweight, fuel efficient fast ships.

KONE Marine

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City: Hyvinkää
Country: Finland
Tel: +358 204 75 2300
Fax.: +358 204 75 3450
www: www.kone.com/marine
e-mail: marine.info@kone.com
Contacts: Larisa Bulba, John Hemgård, Niels Hassenkam
Nature of business: Elevators and escalators manufacturing and service



Elevators Escalators

KONE Marine provides innovative and eco-efficient solutions for elevators and escalators. We support our customers every step of the way from design, manufacturing and installation to maintenance and modernization. KONE is a global leader in helping our customers manage the smooth flow of people and goods throughout their ships.

In 2010 KONE celebrates its 100 years anniversary. Over these years, KONE has proven its ability to adapt to a changing world as well as to create new opportunities. Stable ownership by four generations of the same family has created a strong and supportive environment for continuous development. We are fast, flexible, and have a well-deserved reputation as a technology leader, with such innovations as KONE MonoSpace®, KONE MiniSpace™, KONE EcoDisc® and modular Plug-in installation.

MEIKO Maschinenbau GmbH & Co. KG

Address: Englerstr. 3
Postcode: 77652
City: Offenburg
Country: Germany
Tel: 0049-781-203 0
Fax.: 0049-781-203-1121
www: www.meiko.de
e-mail: sei@meiko.de
Contact: Jürgen-Iver Sell
Nature of business: Professional dishwashing equipment



With over eighty years of warewashing experience, you can rely on MEIKO for all of your warewashing needs.

MEIKO's unparalleled line-up of professional dishwashing appliances, tray conveyors, sorting systems and food-waste systems brings you manufacturing excellence, economy of operation, unique design features and user-friendly concepts.

The product range for all applications: Machines for stationary washing operations, automatic conveyor type washing machines, integrated dishwashing systems, tray conveyor and sorting systems, waste treatment installations, industrial kitchen equipment.

Nordea Bank Norge ASA

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Fax.: +47 22486668
www: nordea.no
e-mail: fredrik.remoy@nordea.com
Contact: Fredrik Remøy
Nature of business: Bank



Shipping, Oil Services and International Division

Nordea is the largest financial services group in the Nordic region and one of the world's largest arrangers of international debt transactions for the shipping and offshore industries.

Through our offices in Oslo, Bergen, Copenhagen, Gothenburg, Helsinki, London, New York and Singapore, we provide a diversified range of financial services to our worldwide group of clients.

Sartori & Berger / Voigt Seereisen-Agentur

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Postcode: 24103
City: Kiel
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Tel: +49 431 981-0
Fax.: +49 431 96 108
www: www.sartori-berger.de
e-mail: mail@sartori-berger.de
Contacts: Jens Broder Knudsen (Managing Owner)
 Jens-Peter Berg (General Manager)
 Simone Tommaso Maraschi (Manager Cruise Operations)

Nature of business: Ship Agency / Travel Agency

SARTORI & BERGER 

VOIGT
SEEREISEN-AGENTUR GMBH

Sartori & Berger is Germany's leading port agency network offering a vast portfolio of services dedicated to the ferry and cruise industry. Among its clients are several renowned ferry operator: Color Line, Scandlines and Tallink Silja Line. Services provided to these clients comprise port agency attendance, terminal operations and cargo handling, moreover Sartori & Berger is Color Line Cargo's Continental Freight Agent. As cruise ship agent Sartori & Berger attends Germany's main cruise hubs along with small high-class seaside resorts located all along the coastline. The cruise-related service scope covers everything from port agency attendance to passenger meet & greet, shore excursions and ground handling. Since 2009 S&B is 50% shareholder of Voigt Seereisen-Agentur, one of Germany's leading sales agencies in the cruise & ferry branch. Voigt Seereisen-Agentur is expanding quickly and has been appointed premium sales agent for several renowned passenger shipping companies.

Stena RoRo

Address: Visiting Address: Stena Danmark Terminal
Postcode: SE 40519
City: Gothenburg
Country: Sweden
Tel: +46-31-85 50 00
www: www.stenaroro.com
e-mail: chartering.roro@stena.com
Contacts: A-S Forss, J Kollander, B Severed

Nature of business: Shipowners (new building, chartering, sale&purchase)


Stena RoRo

Stena RoRo sets the standard in the RoRo market. With the solid know how combined with its intuitive feel for innovation and for the demands and requirements; Stena RoRo takes the market forward. Stenability is Stena RoRo's trademark. Innovators of the RoRo concept, building RoRo and RoPax tonnage, supplying tailor-made solutions - all over the world. The fleet of Stena RoRo is chartered out to first class operators. All through the organization there's an entrepreneurial way of working and an intrinsic will of taking customer satisfaction to a new level. Thanks to its commercial and technical approach and long earned experience; Stena RoRo follows their customers - all through the value chain. That's what Stenability is all about.

STX Europe

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Fax.: + 358 10 670 6700
www: www.stxeurope.com
e-mail: finland@stxeurope.com
Contacts: Tanja Sabell, Manager,
 Communication & Competence

Nature of business: Shipbuilding

stx Europe

STX Finland is the world's leading builder of large cruise ships and icebreaking ships. The company has a good reputation as one of the best offshore and specialized vessel builders in the world. The company has also succeeded in building the largest and finest car-passenger ferries in the world. STX Finland has three shipyards in the cities of Helsinki, Turku and Rauma. The Helsinki yard is specialized in ice breaking and ice-going offshore and arctic vessels, as well as car-passenger ferries. The Turku yard is the builder of large cruise ships, and the Rauma yard is known for ferries, icebreakers and naval ships. STX Finland's ship building expertise is backed up by its cabin manufacturing unit and Life Cycle Services, both representing the top class in their industry. STX Finland is part of STX Europe, which is an international shipbuilding group. STX Europe's principal shareholder is the international industrial group STX.

TILLBERG DESIGN AB

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Fax.: +46 42 23 60 69
www: tillbergdesign.com
e-mail: td@tillbergdesign.com
Contacts: Fredrik Johansson, Michal Jackiewicz

Nature of business: Marine Architecture and Interior Design

TILLBERGDESIGN

TILLBERG DESIGN - the worlds leading company in Marine Architecture and Interior Design
 Over the company's 45 year history, Tillberg Design have planned and designed interiors for more than 140 different vessels. Assignments have spanned from 62 ft luxury yachts, via numerous ferries and catamarans for clients like DFDS, Scandlines, Stena Line, Color Line and Viking Line. Furthermore, some of the worlds largest and most prestigious cruise ships, such as the Queen Mary 2 and Norwegian Epic have had Tillberg Dsign as lead architects
 Services are not limited to Interior Design but also include Master Planning, Project Management, Cost Negotiations and complete On-Site Follow-Up. Since a few years back, we can also offer complete Art and Signage consultancy.
 We have unmatched knowledge regarding all aspects of marine design, and we see no assignment as as being too modest or too extensive.

TTS Port Equipment AB & TTS Ships Equipment AB

Address: Kämpegatan 3
Postcode: 41104
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Country: Sweden
Tel: +46 31 725 79 00
Fax.: +46 31 725 78 00
www: www.ttsgroup.com
e-mail: info@tts-port.se & info@tts-se.se
Contacts: Håkan Jönsson TTS Port Equipment AB
 Björn Rosén TTS Ships Equipment AB

Nature of business: Supplier of Port Equipment and Ship Cargo Access Equipment

TTS

TTS Port Equipment and TTS Ships Equipment are two companies within the international technology based TTS Group.
 TTS Port Equipment AB in Gothenburg, Sweden, is the centre of excellence in design and supply of RoRo equipment for ports. Our product range includes linkspans, passenger gangways, auto-mooring equipment. In addition we design and supply equipment for horizontal handling of cargo with the cassette system in combination with AGV, Translifter and CP-train in container ports and terminals.
 TTS Ships Equipment AB, located in Gothenburg, is a world-leading designer and supplier of cargo and passenger access equipment to the world's fleet of PCTCs, ro-ro, ro-pax and cruise vessels. Our product range includes ramps for stern, side, bow and internal access applications, internal and external doors and platforms, and moveable car decks and cargo lifts, all backed up by a comprehensive service and after sales network.
 An early involvement of TTS in the ro-ro project guarantees an efficient cargo flow solution and optimized port- and ship arrangement.

Klas BROGREN

(brogren@shippax.se)

First on the list again? Blame the alphabet!

Since childhood, ferries and passenger shipping has been my hobby and job career – so I can claim more than four decades of experience. After five years as a shipbroker in Stockholm, I returned to my native town Halmstad. Gradually, the need for facts and figures of this industry got my ShipPax Information turning into a lively company with 8 people working with ... my hobby.

Robert CLIFFORD

(RClifford@incat.com.au)

Robert Clifford, Chairman of Incat, designed and built his first boat after lessons learned during many years of sailing in yachts and operating fishing boats and river ferries. He built a 250 passenger ferry in 1972 to serve the Port of Hobart, then established International Catamarans which built a series of vessels for the Australian market. By the late 80's Incat was building the wave piercing catamarans for which it is renown. Entering the International market in 1990 Robert Clifford and Incat were delighted when the 74 metre Hoverspeed Great Britain took out the prestigious Hales Trophy for the fastest crossing of the Atlantic, two more Blue Riband wins followed, and 20 years on the Trophy remains with an Incat built ship, with still no challenger in sight. Over those two decades Incat moved from smaller car ferries to building military craft or commercial ships with vehicle decks large enough for articulated lorries. Incat and Robert Clifford are now embracing the push for greener, more environmentally friendly and fuel efficient ships as the next challenge – building bigger and more efficient light weight passenger and freight vessels.

Hanns Heinrich CONZEN

(Hannes.Conzen@TTLLine.com)

After graduating (Master of Economics, Business Academy Hamburg) Hannes started his shipping career with the German ship-owner Aug. Bolten (1982 – 1985) as Managing Director of the subsidiary in Piraeus/Greece. He joined TT-Line in 1986 and was elected to the group's board in 1992 and, in 1995, became Managing Director of TT-Line. TT-Line is specialized on the Germany-Sweden traffic. The fleet (6 ships on the Travemünde-Trelleborg and Rostock-Trelleborg route) is considered as one of the most modern and innovative in the market. Hannes is 51 years old and lives with his wife and 3 young children in Hamburg.

Carl-Otto DAHLBERG

(c-o.dahlberg@imperialshipping.com)

Carl-Otto Dahlberg is a partner in Imperial Shipping Ltd a shipowning company specialising in dry the cargo and RoRo fields. In the RoRo field the company is a tonnage supplier to well known operators. Carl-Otto started out his career in the shipbuilding industry with Kockums in 1974 when Sweden was the 2nd biggest shipbuilder in the world. He then worked in shipowning as well as a S&P shipbroker before joining Stena RoRo as Managing Director which position he held for 16 years until 2006. Carl-Otto has been on the Board of Directors of the Nordisk Skipsrederforening, Oslo and is today board member of various both shipping and non shipping companies.

Ingvald FARDAL

(ingvald.fardal@fjordline.no)

Ingvald Fardal has been President / CEO of Fjord Line AS since October 2007 and chairman of Fjord Line's board during 2006 / 2007.

Ingvald Fardals academic career is an MBA from University of Oregon, USA.

Fardals career has covered sales, marketing and operational roles inside and outside the shipping and travel industry. In 1989 he was Sales and Marketing Director for Jahre Line. In 1990 he was part of the management team that established Color Line and purchased Fred Olsen lines. He continued as Sales and Marketing Director in Color Lines for a few years there after. Late 1992 Ingvald Fardal joined SAS International Hotels as VP Sales and Marketing. During the next 8 years he was part of the team that established Radisson SAS Hotels Worldwide (changed name to Radisson Blu during 2009) and expanded this brand to over 100 hotels through more than 20 countries in Europe, Middle East, South Africa and China. From 2002 until 2007 Fardal was President / CEO of Finny Sirevaag AS, a company within the fishing industry in Norway.

William GIBBONS

(W.Gibbons@psa-psara.org)

Williams Gibbons has been director of the Passenger Shipping Association (PSA) since April 1994. Since that time he has worked to actively promote the UK cruising industry to UK holidaymakers and the travel trade, through the PSA's Passenger Shipping Association Retail Agents scheme (PSARA) and generic PR Campaign. Since 2003 the PSA has been coordinating further PR activity, to promote travel by ferry. The PSA is the trade association for both cruise and ferry companies based in the UK and currently has 32 cruise and 19 ferry members. The PSA is now seen as the main industry voice for commercial matters as well as a source of information and advice for the public.

In 2004 Bill was very involved in setting up the European Cruise Council (ECC). He is currently Marketing Director of the ECC.

In the same year the PSA set up an Associate Membership Scheme, which currently has 42 members.

From 1990 to 1994 William was an independent management consultant, working particularly in the ferry industry, whilst also studying for an MBA degree. William previously held the post of general manager of Sealink Isle of Wight ferries, prior to which he was the service manager and then ferry line manager for the Harwich Hook of Holland ferry route.

William was previously assistant shipping and port manager for the Port of Harwich and worked on the Channel Island services from Portsmouth. William has two children and lives in London and Dorset. He is also a Justice of the Peace (J.P) in central London.

Simon JOHNSON

(simon.johnson@poferries.com)

Simons' career has covered sales, marketing and operational roles inside and outside the shipping and travel industry. In the 90's, he developed the largest self-drive tour operator in the UK whilst at Stena Line.

Outside of travel, he has been the Commercial Director of the London Chamber of Commerce which lobbied and promoted London business. Simon is now the Tourist Sales and Marketing Director of P&O Ferries, the largest in the UK. In 2005, he was one of the team who implemented a Fundamental Business Review of the business which helped to turn round P&O's fortunes. During that time he introduced their low-cost pricing model and launched an award winning advertising campaign.

Currently he is working on the introduction of two of the largest ever ships to sail the Dover straights, which will enter service in 2011. In the next couple of years he is directly involved in devising a new on board offer to coincide with the new ships and a new booking, pricing and inventory system which will replace the current systems.

He is the Ferry Chair of the Passenger Shipping Association Board and a Board member of the Institute of Travel and Tourism.

Trond KLEIVDAL

(trond.kleivdal@colorline.no)

Mr. Trond Kleivdal is the President and CEO of Color Line AS. Tronds academic career started at the Royal Norwegian Naval Academy before graduating from the Norwegian School of Economics and Business Administration in 1988.

Trond started his professional career in the Kvaerner Fast Ferry division where after he in 1994 joined P.F. Bassoe as a shipbroker. After a short period within the Swede Ship group he started to work in the cruise ferry industry, first in 1996 within Larvik Scandi Line, later same year in Color Line.

Color Line is today Norway's leading cruise ferry operator with a yearly turnover of approximately 4,5 billion NOK and approximately 3.000 employees. The company deploys a total of six ships on four routes linking seven ports in four countries; Norway, Sweden, Denmark and Germany. During its extensive fleet renewal programme, which commenced in 2004, Color Line has invested some 7,5 billion NOK in construction of new ships and infrastructure.

Trond has had different management roles in Color Line and was appointed President and CEO in 2001. Apart from a number of board positions within the Color family of companies Trond is also a member of the board of the Norwegian Shipowners Association (NSA).

Yiota KRASSAKOPOULOU

(krassakopoulou@attica-group.com)

Yiota Krassakopoulou is Legal Advisor for ATTICA GROUP, parent company of SUPERFAST FERRIES and BLUE STAR FERRIES. Since 2002 she advises the Group on EU affairs, competition law, corporate issue management, Government relations and strategic policy planning. Yiota has also been advising the Greek Associations of Passenger Shipping on legislative and regulatory matters and she is often appointed as national industry representative in international and European fora and committees pertaining to legal and regulatory negotiations. Yiota has helped the industry to re-define its political and legislative position both with European Union institutions and Greek Authorities and she led the legal and political process leading to the liberalisation of the Greek cabotage market.

Member of the Athens Bar, Yiota practiced Law in Brussels and Athens since 1999, representing corporate, institutional and trade association clients in the fields of Competition, International Trade, Maritime, Corporate and Intellectual Property Law.

Mike LOUAGIE

(editor@shippax.se)

Born in the Belgian ferry port Oostende, his favourite sport was sailing. Another hobby was photography, and in fact these were the two most important drives for his career. During several years he spent his holidays on a large sailing yacht, with as favourite area the South Coast of England. Accompanied by his camera he fell in love with the sea and the ships, and was very much impressed by the famous "Beken of Cowes" black and white yacht photography. Starting as a contributor for ship-lover magazines he was quickly bored with the traditional three quarter bow views, and wanted to have an artistic approach on ship photography. As from 1989 he met Klas Brogren who, as publisher, had the same vision. Ever since Mike has been taking pictures on numerous ferries and cruise ships, for ShipPax, but also for a wide array of maritime companies. In the late nineties he started to write as well for several magazines and papers. In 2009 he became also consultant editor for ShipPax's monthly magazine Cruise & Ferry Info, still in combination with the photography.

Enn PANT

(enn.pant@tallink.ee)

Enn Pant is the Chairman of the Management Board of the leading passenger shipping company on the Baltic Sea – AS Tallink Grupp, since 1996. Under his leadership Tallink has developed one of the most modern passenger transportation fleets in Europe and reached the annual passenger volume of over 8 million. Tallink currently owns 19 vessels and operates on seven different shipping routes. More information on www.tallink.com.

Before joining Tallink, from 1993-96 Enn Pant was the Secretary General in the Estonian Ministry of Finance and prior to that he worked in several financial institutions.

Bruce PETER

(brucepeteruk@yahoo.co.uk)

Dr Bruce Peter lectures in architecture and design history and theory at the Glasgow School of Art's Department of Historical & Critical Studies. A life-long ship enthusiast and a frequent traveller of ferries and cruise vessels, he finds himself constantly frustrated by modern port environments. To him, one can tell the quality and civilisation of a port by the ease with which one can photograph the ships. Bruce is the author of several beautifully-illustrated books on modern passenger ship design, including 'Cruise: Identity, Design & Culture' (Lawrence King and Riz-zoli, 2006), 'Knud E. Hansen A/S: Ship Design Through seven Decades (Forlaget Nautilus, 2007) and 'QE2: Britain's Greatest Liner' (Ferry Publications, 2008). He is presently working on a new book about Danish liner shipping.

Guy PLATTEN

(guy.platten@cmassets.co.uk)

Guy was appointed Managing Director for Caledonian Maritime Assets Ltd (CMAL) in August 2007. CMAL is wholly owned by Scottish Ministers and currently owns 31 ferries of varying size and 21 harbour facilities throughout the west coast of Scotland and the Clyde Estuary that are used to provide lifeline ferry services to island communities. The Company is charged with the long term management of these assets including vessel replacement and harbour development. The assets are made available to operators currently CalMac Ferries Ltd, who deliver

the lifeline ferry service under a competitively tendered public service contract with the Scottish Government.

Before joining CMAL Guy was Director of Marine Operations for the Northern Lighthouse Board and was responsible for the NLB fleet, Oban port facility, 24 hour monitor centre and providing navigational advice regarding the provision of Aids to Navigation around the coast of Scotland and the Isle of Man. He started his career at sea in the Merchant Navy in 1982 serving with the Royal Fleet Auxiliary Service. After gaining his Master Mariner Certificate he moved to the Royal National Lifeboat Institution as an Inspector of Lifeboats, latterly as Inspector for Scotland. He also served 3 years with the Ministry of Defence as a Salvage Officer. As a Salvage Officer Guy was closely involved in the project to remove oil from the sunken battleship HMS Royal Oak in Scapa Flow as well as undertaking routing salvage operations including the refloating of a grounded type 23 Frigate in Oslo Fjord.

Guy lives in Edinburgh and enjoys a wide variety of interests including running and keeping his four children amused

Johan ROOS

(johan.roos@stena.com)

Johan Roos is the Director of Sustainability with Stena Rederi, covering all of Stena's shipping activities ranging from passenger vessels to drill ships. He holds a Masters Degree in Environmental Sciences from the University of Gothenburg, Sweden. He is an active member within a number of Shipping Associations, such as The Swedish Shipowners Association, ECSA and Intertanko. He also represents Interferry at IMO's meetings.

Thina Margrethe SALTVEDT

(thina.margrethe.saltvedt@nordea.com)

Thina Margrethe Saltvedt is a senior macro/oil analyst with Economic Research and the Global Commodities Strategist at Nordea Markets. She has also been with Operational Risk at Nordea Markets. Before Nordea, she held a position with Norges Bank within the Financial Stability area. Thina has a Doctor of Philosophy (Ph. D.) degree in Business Economics and a Master of Science (MSc) degree in International Business from University of Manchester Institute of Science and Technology (UMIST), United Kingdom. The title of her doctoral thesis is: "Strategies for Corporate Exchange Rate Risk Management in a Dynamic Production Environment". In addition, she holds a Bachelor of Management degree from the Norwegian School of management and has completed a course in tax law at the University of Oslo, Faculty of Law.

Edvard Thonstad SANDVIK

(edvard.sandvik@vegvesen.no)

Edvard Thonstad Sandvik is the team leader of the ferry team at the Norwegian Public Roads Administration. He holds a Masters Degree in Transport Economics from the University of Leeds, UK. He has earlier been a research Economist at Molde Research institute where his field were transport, and thereby also ferry operations. In the 90's he worked in local Friends of the Earth groups with coastal transport.

Bo-Lennart THORBJÖRNSSON

(blt@boltconsulting.se)

After gaining a B. Sc. in Ba and Econ at Lund University in 1972, he joined Lion Ferry AB, and was three years later promoted to Marketing Manager. In 1978, he became International Passenger Manager for Lion Ferry's five European routes and markets.

In 1981, he moved to DFDS Helsingborg as Line Manager and became after two years Managing Director of DFDS in Hamburg, Germany, where restructuring led to the company becoming profitable again. Continuing with DFDS, at HQ Copenhagen, in 1984, he became Group Director and head of DFDS Seaways' six European routes. In the year 2000, he was appointed CEO and Managing Director of DFDS Group Executive Board, again based in Copenhagen. After seventeen years working away from his family Monday-Friday, he decided to leave DFDS and instead work as a Management Consultant based in Halmstad. BOLT CONSULTING, founded in 2002 and fully owned by Bo-Lennart is, with his European senior advisory team a major management adviser to the ferry shipping industry. Bo-Lennart has also experience as chairman and board member of several European shipping and travel companies. Finally, Bo-Lennart is the co-founder and organiser of the annual "Ferry Shipping Conference" onboard.

Piotr WASZCZENKO

(piotr.waszczenko@unityline.pl)

In 1995 Piotr Waszczenko graduated University of Szczecin, he is Master of Maritime Economy. From the begging of his job career he is related with shipping. During the first year of his work he was vessel operator in Small and Medium Tonnage Operating Department in Polsteam Shortramp Ltd., then he worked in Polish Steamship Co., in Shipping Policy Department (from 2001 as Manager). In 2001-2003 he was also member of BIMCO Documentary Comity. From 2003 to 2007 Piotr has been President and Managing Director of Unity Line. Since February 2007 he is Vice President and Managing Director. He is also President of Shortsea Shipping Network Promotion Centre in Poland. Since youth ferries and passenger shipping has been Piotr's hobby. He also likes movies (especially Polish) and good cuisine accompanied by nice wines.

Tor WERGELAND

(tor@wergeland.dk)

Tor Wergeland is an independent consultant and also associated senior advisor to MARINTEK, Trondheim. For more than 20 years he was professor in shipping economics at the Norwegian School of Economics and Business Administration in Bergen, Norway. He also has experience with maritime MBA programs at the Copenhagen Business School and Euromed Management, Marseille. He is co-author of two MBA-targeted text-books – Shipping (1997) and Shipping Innovation (2007). As senior advisor in MARINTEK Tor Wergeland has been involved in several research projects within the maritime industry. He has his specialties in shipping economics, strategy and innovation, and maritime future studies. He has been writing maritime future scenarios in several projects – like the EU projects EVIMAR, VISIONS, Flagship and OPTIMAR.

Bjarne WOLLMANN

(bjarne@dinamo.no)

Bjarne Wollmann is a partner and former CEO of DINAMO, one of

the biggest advertising and communication companies in Norway. He has also been CEO for Ogilvy in Norway and Chairman for Ogilvy in Scandinavia.

Bjarne has been working as marketing and communication consultant for DFDS Seaways for over 30 years. For over 20 years he has also worked for the Danish Tourist Board with the very successful campaign "It's wonderful to be a Norwegian - in Denmark."

This campaign is a cooperation between Color Line, Stena Line, DFDS Seaways and the Danish Tourist Board in Norway. Bjarne has won several awards in the marketing industri for this work.

George XIRADAKIS

(george.xiradakis@xrtc.gr)

George Xiradakis graduated from the Nautical Marine Academy of Aspropyrgos. He holds a diploma in Commercial Operations from City of London Polytechnic and an MSc in Maritime Studies from University of Wales.

In 1995 he was the Vice President Of Credit Lyonnais Shipping Group responsible for the Bank's European shipping finance activities. In 1997 he took over as Deputy General Manager of Head of Shipping for Greece, Middle East and India for Credit Lyonnais group. In 1999 he established XRTC Business Consultants and since then he has been the Managing Director of the Company. XRTC acted as Commercial Representative of the French Banks Credit Lyonnais (up to 2004) and Natixis (up to 2008).

He has also been Chairman of the Board of Directors of Hellenic Public Real Estate Corporation (2004-2006), and the first President of the Hellenic Ports Development Center (HPDC) (2006-2007). He is currently Member of the Board of Directors in Dryships Inc (Listed Nasdaq), Paragon Shipping Inc (Nasdaq), and Ocean Rig ASA (recently delisted from Oslo Stock Exchange). Mr. Xiradakis is also General Secretary of Association of Banking and Shipping Executives of Hellenic Shipping, and member of National and International Shipping Clubs such as HELMEPA, SEEN, International Propeller Club, etc.

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