Ferry Shipping Conference 11 OnBoard

Conference catalogue

Knowledge is the Key to the Future

When discussing Information Technology in today's ever evolving business environment, the focus is all too often on the latest technical innovations leading to you either trying to keep up with these developments by installing and trying to use every new trendy feature – or taking a more pragmatic approach by trying to get better use from your existing systems and tools.

Focus on the knowledge from your systems

Instead of asking if your company should be on Facebook, or if you should have a mobile 'app' you should perhaps be asking: "What information can I get from the systems and technology I already have in place and how can I best use it?" and "What new technology, or services can I use to provide me with more knowledge that I can use to make my business evolve?".

The different kinds of business systems you use continue to evolve and improve through new hardware devices and software innovations, but to make use of these developments you will have to take a more holistic view of your business process as well as the systems supporting those processes. Your emphasis should be on interfacing to, and integrating with, specialist, robust niche applications driven from the core, operational applications, such as Reservations, Departure Control, Onboard Property Management and Finance.

Use the knowledge for smart marketing

Your customers produce a stream of data input into your different business systems, and if that data is interpreted imaginatively it can be used to improve your business, generate repeat business and focus your marketing and sales with the right message to the right audience. An area where technology really has provided new tools that can be used together with the information you already possess is within marketing. Today's web tools, services and social media provide a range of new methods to reach customers in a personalized way.

Carus Professional Business Solutions – who are main sponsors for the Shippax Ferry Shipping Conference - are 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.

IT'S ALL ABOUT THE FACTS

carus

Marketing by personal recommendations is one of the most powerful marketing tactics, and the latest technology has made this much easier than before. Of course, this still has to be achieved without diluting the corporate image and infringing data protection regulations not to mention the all-important balance between being intrusive and keeping people informed.

By using the knowledge from the different systems you can target your marketing efforts where they will produce the best results. If you have a "summer holiday" type of customer segment, you can actually analyze their booking behavior and put the right message to them at the right time. You can maybe see that people who order brochures at Christmas make their summer holiday bookings at Easter. This information can be used to send e-Brochures to the identified markets just before Christmas, and then a friendly reminder – and maybe a special offer – encouraging them to make their booking just before Easter. This way you can have the all-important advantage over competing destinations and modes of travel.

Not just collect, but use the knowledge

The bits and pieces of data that the customer has left as traces of their passage through all your business processes are one of your most valuable assets you have. Many of these gems of data will come from the reservations system, but it is equally important to also bring together the data from the other operational and sales systems in order to build an information base that you can use.

But just getting the information together is not a goal in itself; you must make use of the information to improve your processes, to enhance your customer service, to achieve better service utilization, increase your revenue and lower your costs. In short you can only realize the power within the information you possess by releasing it throughout your business.

Dear Friends,

Once again … this wonderful "Ferry Family Get Together"! We, the organizers, are of course very happy to see you all in such great numbers. Quite a few known faces but also some new ones – welcome to all of you!

It is the second time we meet in the Mediterranean at one of our conferences, again fully booked with 370 delegates. The success story of this conference continues. It is obvious there is a need to meet and discuss opportunities and challenges with colleagues within the industry. We are very pleased to be able to provide this forum, where one can listen to interesting speeches by industry experts as well as having the opportunity to network. All in all there are many good reasons to attend the conference and we, the organizers, will do everything we can, to make it a positive and good event.

After this year's voyage in the Med, we will return to the Baltic 2012. For the 10th consecutive annual conference, Tallink Silja Line's newest cruise ferry, BALTIC QUEEN, has been chosen. We welcome you to participate on this Stockholm – Tallinn – Stockholm voyage with us, on a ferry with purpose built conference facilities.

During the coming two days, we expect you to actively participate in the Q+A sessions and the interactive debate and hope you will make new acquaintances. All this will help to strengthen the common interest of the industry!

Last but not least: we wish you a nice and fruitful time onboard.

Very welcome onboard!

Klas, Bo-Lennart and the team.

Tuesday, April 12

Time	Programme
12.00	**Check-in opens at Terminal Acciona Trasmediterranea. Possibility to store the luggage at the terminal until embarkation.**
16.30-17.30	**Boat round trip in the harbour by invitation, sponsored by Port of Barcelona**
19.45, 20.00	**Embarkation, shuttlebuses to the ship**
	Check-in to Cabins
20.30	**Welcome drink by the pool (deck 11) sponsored by Brax Shipping, networking**
21.30	**Dinner in Barceloneta & Puerto Olimpico (deck 10) sponsored by DNV, Det Norske Veritas**
23.00	**Live Music – OOPS BAND – at the Smaila's Club sponsored by Grimaldi Group**
	Night cap sponsored by STX Europe in Smaila's

Wednesday, April 13

Time	Session	Programme	Speakers
07.30-09.30		**Breakfast in Barceloneta (deck 10) sponsored by Brude Safety** **Networking & visit exhibitors**	
11.00		**Conference begins at Smaila's deck 10**	
		Opening	Klas Brogren, ShipPax Information Emanuele Grimaldi, Grimaldi Group
11.15	1	**Strategic situation of the industry**	
		Reflections since last year Q&A	Bo-Lennart Thorbjörnsson, BOLT Consulting
11.30		**Coffee break in Plaza de Catalunya (deck 10) sponsored by Stena RoRo, networking & visit exhibitors**	
12.15	2	**Panel debate with ferry top executives**	Emanuele Grimaldi, Grimaldi Group Gunnar Blomdahl, Stena Line Axel Meynköhn, Wyker DSR Spiros Paschalis, Attica Group
		Q&A	
13.10		Presentation by Main sponsor Carus	
13.15	3	**Industry facts**	Klas Brogren, ShipPax Information
		Q&A	
13.30		**Lunch in Barceloneta & Puerto Olimpico (deck 10) sponsored by Fincantieri, networking & visit exhibitors**	
15.00	4	**Getting money to build**	
		The situation from a shipyard's perspective The situation from a bankers perspective	Georgio Arena, Fincantieri Carsten Wiebers, Kfw IPEX-BANK
15.40		**Coffee break in Plaza de Catalunya (deck 10) sponsored by Stena RoRo, networking & visit exhibitors**	
16.40	5	**News from regulators and legislators**	
		New challenges from EU The future of VAT on Passenger Transport The environmentally friendly ferry Q&A	Yiota Krassakopoulou, Attica Simon Johnson, P&O Ferries Edvard Sandvik, Norsk Vegvesen
17.40	6	**Interactive debate**	
18.20	7	**ShipPax Awards 2011, official hand-over of ShipPax Award prizes**	

Wednesday, April 13

Time	Session	Programme	Speakers
18.50		**Networking & visit exhibitors**	
20.00		**Dinner drink by the pool (deck 11) sponsored by Navalimpianti, networking**	
21.00		**Dinner in Barceloneta & Puerto Olimpico (deck 10) sponsored by Grimaldi Group**	
23.00		**Live Music – OOPS BAND – at the Smaila's Club sponsored by Grimaldi Group**	
		Night cap sponsored by Meiko	

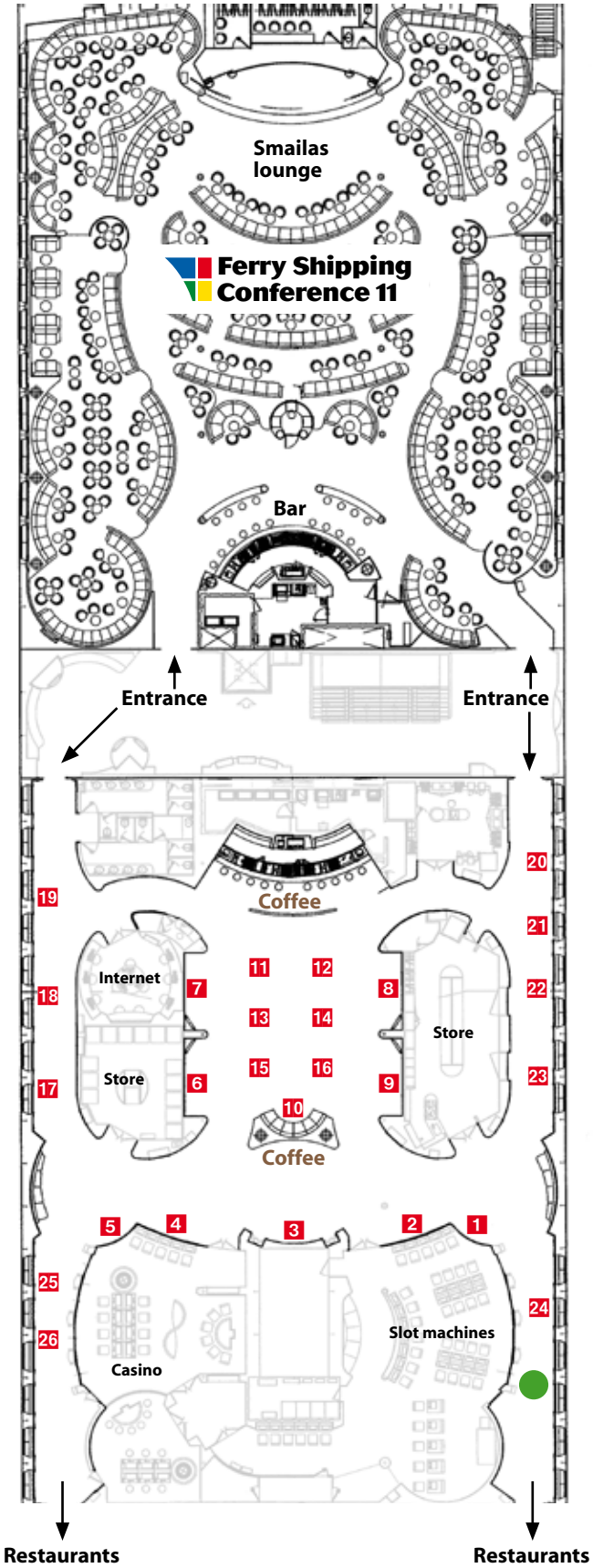
Thursday, April 14

Time	Session	Programme	Speakers
07.30-09.30		**Breakfast in Barceloneta (deck 10) sponsored by Flensburger Schiffbau** **Networking & visit exhibitors**	
10.00	8	**Small ferries**	
		From a designers point of view;"Which are the challenges in providing all services within a smaller ferry"?	Jaime Oliver, Oliver Design, Spain
		From a builders point of view;"The development of new generations of smaller ferries and why we believe in double enders".	Petter Klock, Multi Maritime/ Fiskerstrand BLRT, Norway
		From a naval architecture point of view;"How can we develop a new standard of smaller ferries".	Wilco van der Linden, Wärtsilä, Netherlands
		Q&A	
11.00	9	**Roro vs container shipping Short Sea**	
		The North Sea and the Baltic	Kell Robdrup, DFDS Seaways
		The Mediterranean	Guido Grimaldi, Grimaldi Group
		Q&A	
11.45		**Coffee break in Plaza de Catalunya (deck 10) sponsored by Stena RoRo, networking & visit exhibitors**	
12.30	10	**Passenger ferry traffic and outlook**	
		The to/from UK development and outlook	Bill Gibbons, PSA (UK)
		The onboard hospitality business future and trend	Michal Jackiewicz, Tillberg Design
		The future possibilities in IT based booking and business systems	Keith Sherwood, Carus
		Q&A	
13.30		**Lunch in Barceloneta & Puerto Olimpico (deck 10) sponsored by ABB, networking & visit exhibitors**	
15.00	11	**New ships presentation**	
		UTHLANDE	Axel Meynköhn, Wyker DSR
		The LNG fast ferry	Robert Clifford, Incat
		TBA – The very latest ferry design, finished today!	TBA
		Q&A	
16.00		**Words of farewell** **Next year's conference**	
16.30		**Happy Hour, networking & visit exhibitors**	
18.15		**Arrival Barcelona**	

Ferry Shipping Conference 11 OnBoard

Meeting for ferry shipping professionals
April 12-14, 2011 on CRUISE BARCELONA
Barcelona - Civitavecchia - Barcelona

CRUISE BARCELONA (DECK 10)



Stand in Piazza di Catalunya	
2	Envoy Advanced Technologies PTY Ltd
3	Cherry Maritime Gaming
4	Maritime Communications Partner
6	Alusit AS
7	Brude Safety AS
8	Hogia Ferry Systems Ab
9	Cavotec
10	Ehrenborg & CO AB
11	Jets AS / BLÜCHER Metal A/S
12	MTN Satellite Communications
13	Ariane Systems (Ariane Marine)
14	ON-WAVES
15	Versonix Corporation
16	Quintek Epos Solutions

Stand in the halls	
1	Wärtsilä Corporation
5	Ferry Shipping Conference Reception
17	Sapa Mass Transportation
18	Flensburger Schiffbau-Gesellschaft mbh & Co. KG
19	FORTHcrs S.A
20	ABB Marine
21	Carus PBS Ab Ltd
22	NAVALIMPIANTI TECNIMPIANTI GROUP
23	Team Electric International Ltd
24	Schneider Electric Industries SAS
25	Datahalland
26	ShipPax Database online

● Meeting point

Exhibitors

ABB Marine
Alusit AS
Ariane Systems (Ariane Marine)
BLÜCHER Metal A/S
Brude Safety AS
Carus PBS Ab Ltd
Cavotec
Cherry Maritime Gaming
Datahalland
Ehrenborg & CO AB
Envoy Advanced Technologies PTY Ltd
Flensburger Schiffbau-Gesellschaft mbH & Co. KG
FORTHcrs S.A
Hogia Ferry Systems Ab
Jets AS
Maritime Communications Partner
MTN Satellite Communications
NAVALIMPIANTI TECNIMPIANTI GROUP
ON-WAVES
Quintek Epos Solutions
Sapa Mass Transportation
Schneider Electric Industries SAS
Team Electric International Ltd
Versonix Corporation
Wärtsilä Corporation

Main sponsor

Carus PBS Ab Ltd

Sponsors

ABB Marine
Brax Shipping
Brude Safety AS
Det Norske Veritas
EHRENBERG Kommunikation GmbH
FINCANTIERI – Cantieri Navali Italiani S.p.A.
Flensburger Schiffbau-Gesellschaft mbH & Co. KG
GRIMALDI GROUP
Hogia Ferry Systems Ab
MEIKO Maschinenbau GmbH & Co. KG
NAVALIMPIANTI TECNIMPIANTI GROUP
PORT AUTHORITY OF BARCELONA
Stena RoRo
STX Finland
TTS Marine AB

Speakers

Giorgio O. Arena
Gunnar Blomdahl
Klas Brogren
Robert Clifford
Williams Gibbons
Emanuele Grimaldi
Guido Grimaldi
Fredrik Johansson
Simon Johnson
Petter Klock
Yiota Krassakopoulou
Axel Meynköhn
Jaime Oliver
Spiros Paschalis
Kell Robdrup
Edvard Thonstad Sandvik
Keith Sherwood
Bo-Lennart Thorbjörnsson
Wilco van der Linden
Carsten Wiebers

Exhibitors

ABB Marine

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ABB Power and productivity for a better world™

ABB Marine is the world's largest manufacturer of electric propulsion systems and the leading supplier of total electrotechnical solutions to the marine industry with dedicated Marine Service centers strategically located throughout the world.
Our Azipod® propulsion system. The first electric azimuthing podded propulsion introduced to the market, is an example of technology with such clear advantages that it has established an industry standard. ABB offers a complete range of propulsion systems for all types of vessels such as cruise vessels, luxury yachts, ro-pax ferries, tankers, icebreakers, container vessels, offshore and special purpose vessels.

Alusit AS

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Contact: Frank Robertsen
Nature of business: marine seating solutions

alusit MARINE SEATING

"AluSit AS" was established by the two companies "Alu Design & Services AS" and "Seasit AS", to develop a contemporary design of seating solutions for the fast ferry industry.
By involving an internationally recognized industrial designer tasked to focus on weight reduction, modern production techniques and a modern appearance, we are proud to introduce the first prototypes at this year's Ferry Shipping Conference.
Please see us in exhibit 6 onboard.
Homepage:

AluSit AS	under construction
Alu Design & Services	www.alu-design.no
Seasit AS	www.seasit.no

Ariane Systems (Ariane Marine)

Address: 35 rue Victor Hugo
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www: ariane.com
e-mail: vmarchesseau@ariane.com
Contact: Vanessa Marchesseau
Nature of business: Self-Service Check-In & Ticket Sales

Ariane is the world leader in self-check solutions for the Hospitality and Marine markets. With coverage in four continents, Ariane has deployed over 1600 sites in 20 countries.
Our Ferry Check-in & Ticket Sale Suite features passport & barcode scanning, automatic height & length detection and automatic license plate recognition resulting in vehicle passengers being greeted by name. Pleasantly surprised, they ask 'How did you do that?'...talk about impressing your passengers. They LOVE it!! Especially those skeptical of using a machine versus talking to a staff member.
Interactive self-service kiosks will allow your passengers themselves to purchase same-day or advance tickets, modify existing bookings, check-in for previously purchased passage, acquire boarding passes, address and alert staff of special needs. Whether you are looking for innovation, new guest services or cost savings; Ariane Systems/Marine offers you a complete and unique range of products and web based solutions suited for every type of ferry or cruise operator.

BLÜCHER Metal A/S

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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 Ø40 - 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 from A0 to A60.
BLÜCHER also offers a wide range of scuppers and customized galley channels with excellent hygienic properties. Recent product developments include OD40 pipe diameter system, a very compact cabin & balcony drain and a multiple jointing unit easing installation and service onboard ferries and cruise ships.
BLÜCHER® has been installed in over 1000 vessels worldwide. BLÜCHER is preferred supplier to the largest cruise-ship yards, e.g. STX, Fincantieri and Meyer Werft.

Brude safety AS

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e-mail: office@brude.no
Contacts: Lauritz Skeide, CEO,
Øyvind Giske Sundquist, Sales Manager
Nature of business: Maritime safety

Please allow us 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
• Brude 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.

Carus PBS Ab Ltd

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Nature of business: IT-solutions for booking and check-in

Carus is focusing on the ferry industry, providing advanced reservations, departure control and port automation 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, Australia and Africa. 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.

Cavotec

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http://twitter.com/#!/CavotecGroup
Nature of business: Engineering

Cavotec is a global engineering group that supplies innovative technologies to help the ports and maritime, airports, mining and tunnelling and general industry sectors operate more sustainably.
Drawing on four decades of experience, and working closely with our customers, Cavotec engineers develop and integrate products and complete systems to help drive operational efficiency, improve sustainability and reduce environmental impact.
Cavotec designs and manufactures a comprehensive range of systems for the ports and maritime sector; systems that make ports safer, more efficient, and more sustainable. For instance, our automated vacuum mooring system, MoorMaster™, removes the need for conventional mooring lines. We also develop technologies such as Alternative Maritime Power™ (AMP™), Panzerbelt cable protection systems, cranes controllers, marine propulsion slip rings, power chains and connectors, radio remote controls, motorised and spring driven cable reels and steel chains.

Cherry Maritime Gaming

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Fax.: +46 8 514 969 59
www: www.cherry.se
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Contacts: LarsGunnar Persson, Hasse Andersson, Gunnar Lind, Katherine Vasquez, Kristina Graham & Joseph G. Vasquez Jr.
Nature of business: Onboard Gaming and Leisure

"Cherry Maritime Gaming operates casinos, gaming, and entertainment on around sixty-five ships and ferries in Nordic, Mediterranean, North Sea and waters around the UK.
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 live casinos, internet games with online tables, arcade and video games, and traditional casino slot machines."

Datahalland AB

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e-mail: uh@datahalland.se, mj@datahalland.se, ch@datahalland.se
Contacts: Ulf Hermansson (project leader), Mats Johansson software developer), Christian Hansson (key account manager)
Nature of business: System/software development and Web production

Datahalland is proud to have been given the assignment of developing a web-based system accessible through the Internet on behalf of ShipPax Information, offering its users the most comprehensive passenger shipping database available on the market.
Datahalland is a system development company located in Halmstad, Sweden; near the office of ShipPax Information. Since our establishment in 1972 we have great experience of delivering system and web development in both small and large-sized projects. Over the years we have established customer relations with both local as well as global companies which have operations throughout the world.
In January 2011 Datahalland and ShipPax Information released the ShipPax Database on the Internet, giving you the opportunity to get instant access to current passenger shipping information.

Ehrenborg & CO AB

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e-mail: jorgen.warsell@ehrenborg.se
Contacts: Jörgen Warsell
Nature of business: Luxury Vinyl Tiles flooring

Ehrenborg & Co has extensive experience of quality flooring in commercial and public environments. We have supplied our customers with attractive flooring since 1947. Our main goal has always been to offer quality, service and a wide range of flooring. In 2006 we launched our own Luxury Vinyl Tile, LVT, under the brand Nordic Flooring and Nordic Flooring Marine. It is a moderna and hih quality floor suitable for all public and marine areas. We offer endless options of design from or different collections Wood, Stone and Future.

Envoy Advanced Technologies PTY Ltd

Address: Level 14, 213 Miller Street
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www: www.envoyat.com
e-mail: james.milson@envoyat.com & david.allen@envoyat.com
Contacts: James Milson (Managing Director) David Allen (International Development)
Nature of business: Advanced Internet Reservation, Operations Portal and Freight Management Systems

This is Envoy's first ShipPax conference, and we are ready to listen about how our capabilities can enhance your business.
What makes Envoy Special?
Already an expert in online solutions for Freight and Airline related clients, in early 2010 Envoy Advanced Technologies won a global tender with TT-Line (www.spiritoftasmania.com.au). With the reservation project complete, ongoing projects include the provision of wider business functions under the umbrella of a complete online applciation portfolio covering all aspects of the business which can be delivered or transacted online.
Why talk to Envoy?
A unique combination of qualities including:
- Fully understanding the ferry market
- Complete transparency with fully costed, fixed-price proposals
- lifetime software warranties
- NO annual maintenance fees

A partnership approach means there is responsibility on Envoy to ensure an effective return on your investment
We look forward to meeting you and sharing a fresh appoach

Flensburger Schiffbau-Gesellschaft mbH & Co. KG

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Contacts: EVP Wolfgang Buehr (buehr@fsg-ship.de), VP Thomas Ritte (ritte@fsg-ship.de), VP Raimon Strunck (strunck@fsg-ship.de)
Nature of business: Shipyard

Flensburger is known as a reliable partner for state of the art RoRo&RoPax vessels and has also gained international recognition for naval combat support ships. From basic design through to commissioning the required competence is within FSG which provides highest flexibility and lowest risk for our customers. Before we start the actual building we have already built the vessel in our simulation system, thus FSG has a tradition of on time deliveries. In order to secure our leading market position FSG is active in international R&D projects. Hence we are able to continuously improve the quality of our products. Flensburger has established an international research network to ensure that all our in-house product development tools reflect the latest state of the art. In close contact with worldwide research partners, we continuously develop our own design tools and skills in key areas such as hullform, propeller performance, manoeuvring, seakeeping and operation simulations, strength, fatigue, noise and vibration control.

FORTHcrs S.A

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www: www.forthcrs.com
e-mail: sales@forth-crs.gr
Contacts: Yannis Iliadis, Katia Cok, Domenico Fusco
Nature of business: Ferry Reservation Systems & Port IT Solutions

E-Tourism services provider, specialized in ferry booking management systems. Its platform SeaOnLine™ features full management abilities and powerful distribution across sales networks and direct commerce technologies, customized to multidisciplinary ferry operations. Either licensed or provided on SaaS (Software-as-a-Service) basis, is the source of over 20 million ferry ticketing transactions per year.
SeaOnLine™ includes flexible ways to perform operations on RoPax vessels management; pricing policies definition and dynamic pricing, distribution allotment flexibility, enhanced group sales abilities, checkin applications and customer relation management are among the most important functional components of the platform.
Ferry sales are empowered by distribution channels. From port agencies upto wide sales offices network and web-based tourism portals that bundle online ferry and hotel services, and from automated sales engines (Web, call center, automatic vending machines) upto mobile ticketing application on iphone and Android, Forthcrs customizes and operates applications to support wide sales network and direct customer access.

Hogia Ferry Systems Ab

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Contacts: Ari-Pekka Soini, Martin Andtfolk
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Nature of business: Software

Hogia Ferry Systems Ab is a provider of mission critical systems for the travel, transport, tourism and port industries. Our mission is to develop and support reservation systems and reservation services for ferry/cruise lines and tourism operators. With main focus on our product - the BOOKIT Reservation System - our customers world-wide also benefit from many types of applications and services connected to the system. Today, the BOOKIT software provided by Hogia Ferry Systems is used by more shipping companies, more ferry lines and more port of calls in more countries than any equivalent software on the market. 20 years of development and experience has created a system optimized for any ferry operator.

Jets AS

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Fax.: +47 70 03 91 01
www: www.jetsgroup.com
e-mail: post@jets.no
Contacts: Even Fylling, Sales Manager
Nature of business: Vacuum Sanitary Systems

SANITARY SYSTEMS - MADE TO PLEASE
A Jet™ 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 8500 systems in operation, we have a solid and rapid growing international reputation.
Jets 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 (VacuumaratorTM)
* 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

Address: Nygaten 4
Postcode: 4838
City: Arendal
Country: Norway
Tel: +47 37 09 00 00
Fax.: +47 37 09 00 01
www: www.mcp.com
e-mail: post@mcp.com
Contacts: Bernt Fanghol- CMO, Andreas Luterberget- Sales Director Northern Europe, Cristian F. Bay- Sales Director Southern Europe
Nature of business: Communications

Maritime Communications Partner (MCP) is the leading global maritime mobile telephony operator focused on providing cost effective GSM and CDMA communications solutions to the cruise, passenger ferry, merchant marine and offshore industries.
Recognized internationally with an impressive global roaming footprint, MCP installs and operates ship borne radio networks, covering all the telecommunication needs in remote locations not covered at all or effectively by terrestrial networks. Through MCP's complete and complimentary range of wireless products and services, we have successfully bridged the gap between business and technology.
Owned by Telenor, one of the world's largest mobile operators, MCP has a rapidly growing client base supported by highly skilled staff and representation in Europe, North America and Asia. Our modern offices are located centrally in Arendal, Norway and Miami, (FL) USA.

MTN Satellite Communications

Address: 3044 N. Commerce Parkway, Miramar, FL 33025
Tel: +1 954.538.4000 , Toll-Free: 877.464.4686
Fax: +1 954.431.4077
www: www.mtnsat.com, E-mail: sales@mtnsat.com
Contacts: Brent Horwitz, Sr. VP & General Manager, Cruise & Ferry Services Brent.horwitz@mtnsat.com, Ian Maxson-Davies,Commercial Director, Europe Ian.maxson-davies@mtnsat.com

UK
Unit 8, Fulcrum 4,
Solent Way,
Fareham, PO15 7FT, U.K.
Tel: +44 1489.585.030

Germany
Admiralitatsstrasse 60
20459 Hamburg, Germany
Tel: +49 40 38079.556
Fax: +40 40 38079.588

Nature of Business: Satellite communications systems

For more than 25 years, MTN Satellite Communications (MTN) has been a leading innovator and true global solutions provider of satellite communications, connectivity and content services for maritime customers, their passengers and crew, anywhere the world. MTN's maritime VSAT solutions and global satellite communications network deliver the reliability that only "Always On – Always Available" systems can provide. More than 600 vessels and land-based terminals worldwide, including cruise ships, commercial ships, offshore drilling and production sites, government and military vessels, private yachts and ferries depend on MTN's voice and data networks to allow them to "be in the middle of nowhere and at the center of everything." Premium services include remote access for Internet, fixed and mobile phones, fax, licensed global television, onboard newspapers, direct payroll deposit for crew, and other enterprise solutions. MTN is based in Miramar, Fla. and has offices worldwide. For more information, visit www.mtnsat.com.

NAVALIMPIANTI TECNIMPIANTI GROUP

Address: Salita Guardia 60/A
Postcode: 16014
City: Ceranesi (GE)
Country: Italy
Tel: 0039 010 72371
Fax.: 0039 010 710173
www: www.navim.com
e-mail: marketing@navim.com
Contact: Attilio Dall'Osso adallosso@navim.com
Nature of business: marine equipment

This year in 2011 Navalimpianti Tecnimpianti will proudly celebrate its 40th anniversary.
Today the Group, **12** branches in **9** Countries, has records for more than **15.000** plants and equipments all in almost **40 years** with the **best shipyards** for the **top Ship Owners**.
Established in 1971, **Navalimpianti Spa**, includes the headquarter based in **Ceranesi** (near Genova) and two strategic main branch offices one in **Genova harbour** and the other in **Monfalcone** (near Trieste). In addition, it also owns various controlled companies: **Tecnimpianti**, in Termini Imerese (near Palermo); **Navalimpianti USA**, in Miami; **Navalimpianti Pula**, in Croatia; **Navalimpianti China**, in Shangai, China; **Navalimpianti Japan**, in Tokyo and **Tecnimpianti Antwerp** in Belgium. Most recently the group has established three new branches **Navalimpianti Bremen** in Germany, **Navalimpianti Dubai** in the UAE, and the last one which is becoming operative in these days in Singapore, **Navalimpianti Singapore Pte. Ltd**.
Navalimpianti Tecnmpianti is leader, at international level, in the design and supply of marine equipment for passengers and merchant ships, navy, offshore and mega yachts.
The group's core business is mainly characterized by the design and production of:
_ ***Embarkation Davits:*** semi-gravity, multi pivot, roller track, rescue boat and life-raft davits, free-fall, NOD and in particular the company is the only producer worldwide of **telescopic davits**.
_ ***Skydome Sliding Covers***
_ ***Cargo Access Equipments for RoRo, RoPax and Ferries***
_ ***Valves Remote Control Systems*** (Standard and WINners™)
_ ***Access and Handling systems for Passengers vessels, Navy and special applications for the marine field***
_ ***Light & Sound Systems:*** in 2007 the group enlarged its core business to lighting and electrical systems.

ON-WAVES

Address: Armuli 25
Postcode: IS 108
City: Reykjavik
Country: ICELAND
Tel: +33 659 450 390
www: www.on-waves.com
e-mail: info@on-waves.com
Contacts: Fanny Peltier – Marketing & Communication Manager
Constantin Simeonidis - CEO
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.

Quintek Epos Solutions

Address: New Lodge, Drift Road, Winkfeild, Windsor
Postcode: SL4 4RR
City: Berkshire
Country: United Kingdom
Tel: +44 (0) 1344 894550
Fax.: +44 (0) 1344 724653
www: www.quinteksystems.com
e-mail: tcwatson@quinteksystems.com
Contacts: 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 kiosk
Committed to building long term business relationships, Quintek delivers market leading solutions that provide its customers with a competitive edge.

Sapa Mass Transportation

Address: Box 72
Postcode: SE – 612 22
City: Finspong
Country: Sweden
Tel: +46 722 238 076
Fax.: +46 122 79 50 24
www: www.sapamasstransportation.com
e-mail: chris.moyle@sapagroup.com
Contact: Chris Moyle
Nature of business: Aluminium extrusions for the Marine Industry

Sapa Mass Transportation is the world leader of marine aluminium solutions.
At SMT we are focused on value added solutions that help the end user to save weight, and production costs throughout the construction of their vessels.
SMT focuses on Complex extrusions, Friction Stir Welding, Maching and Fabricated solutions for all Marine applications.
Sapa has the production means to produce 26m long by 3.5m wide FSW extruded panels. This greatly reduces the traditional fabrication and welding production cost during a ships construction.
With the inhouse ability to create and designs applications that are specific the the customers needs, SMT has become the market leader in the extrusion industry.
Sapa, Shaping the future.

Schneider Electric Industries SAS

Address: 35 rue Joseph Monier
Postcode: 92500
City: Rueil-Malmaison
Country: France
Tel: +33 4 76 57 60 60
www: www.schneider-electric.com
e-mail: remi.paccou@schneider-electric.com
Contact: Remi Paccou
Nature of business: Global specialist in energy management

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centres/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 100,000+ employees achieved sales of more than 15.8 billion euros in 2009, through an active commitment to help individuals and organisations "Make the most of their energy".
www.schneider-electric.com

Team Electric International Ltd

Address: Jungfrustigen 16
Postcode: 10210
City: Ingå
Country: Finland
Tel: +358 50 3253205
Fax.: +358 102960770
www: team-electric.com
e-mail: mark.dear@team-electric.com
Contact: Mark Dear +358 407062072
Nature of business: Air Purification Products

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 an 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
Postcode: 95129
City: San Jose California
Country: USA
Tel: 408-873-3141
Fax.: 408-873-3139
www: www.versonix.com
e-mail: info@versonix.com
Contacts: Yuri Polissky & Victor Velton
Nature of business: Reservation and business management software solutions for the Ferry, Cruise and Travel Industries

Versonix is the company behind **SEAWARE**, the business rules based reservation system with Sales, Marketing, CRM and Revenue/Yield management for ship, hotel and cargo inventories. Patented and new generation technologies drive the Seaware system for cruise lines, ferries and resorts of all sizes. From ticketing to check-in, to management reports to car deck optimization; Seaware allows you to manage your business your way. Seaware rule-based reservation solution delivers industry-leading Yield Management, Cargo Handling and Customer Relationship/ Loyalty Program. The Seaware solution provides a complete, reliable and flexible platform that allows companies to boost operating efficiencies and customer satisfaction. Seaware serves as a common point for all distribution channels including the Internet, handheld, self service kiosk, GDS and call center.
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.*

Wärtsilä Corporation

Address: Box 196
Postcode: 00531
City: Helsinki
Country: Finland
Tel: 358 10 709 0000
Fax.: 358 10 709 5700
www: www.wartsila.com
e-mail: customerservice.marine@wartsila.com
Contact: Susanne Ödahl
Nature of business: Ship power systems

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 2010, Wärtsilä's net sales totalled EUR 4.6 billion with more than 17,500 employees. The company has operations in 160 locations in 70 countries around the world. Wärtsilä is listed on the NASDAQ OMX Helsinki, Finland.

Main sponsor

Carus PBS Ab Ltd

Address: P.O. Box 195, Östra Esplanadgatan 7
Postcode: FI-22101
City: Mariehamn
Country: Finland
Tel: +358 20 7107 800
Fax.: +358 20 7107 827
www: www.caruspbs.com
e-mail: sales@caruspbs.com
Contacts: Anders Rundberg, Keith Sherwood, John Bertell
Nature of business: IT-solutions for booking and check-in

Carus is focusing on the ferry industry, providing advanced reservations, departure control and port automation 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, Australia and Africa. 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.

ABB Marine

Address: P.O.Box 185, Merenkulkijankatu 1
Postcode: 00981
City: Helsinki
Country: Finland
Tel: +358102211
Fax.: +358 10 22 22350
www: www.abb.com/marine
e-mail: thomas.hackman@fi.abb.com
Contacts: Marcus Högblom, Thomas Hackman

ABB Power and productivity for a better world™

ABB Marine is the world's largest manufacturer of electric propulsion systems and the leading supplier of total electrotechnical solutions to the marine industry with dedicated Marine Service centers strategically located throughout the world.
Our Azipod® propulsion system. The first electric azimuthing podded propulsion introduced to the market, is an example of technology with such clear advantages that it has established an industry standard. ABB offers a complete range of propulsion systems for all types of vessels such as cruise vessels, luxury yachts, ro-pax ferries, tankers, icebreakers, container vessels, offshore and special purpose vessels.

Brax Shipping

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Postcode: 414 51
City: Göteborg
Country: Sweden
Tel: +46 31 18 32 00
Fax.: +46 31 18 32 60
www: braxship.com
e-mail: brokers@braxship.com
Contacts: Martin Kärrhaage, Mikael Landström och Lars Hallengren
Nature of business: Shipbrokers

BRAX SHIPPING Shipbrokers & Maritime Consultants

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.

Brude safety AS

Address: Gangstøvikveien 4
Postcode: 6009
City: Ålesund
Country: Norway
Tel: +47 70 15 87 00
Fax.: +47 70 15 87 01
www: www.brude.no
e-mail: office@brude.no
Contacts: Lauritz Skeide, CEO, Øyvind Giske Sundquist, Sales Manager
Nature of business: Maritime safety

BRUDE SAFETY SOLUTIONS

Please allow us 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
• Brude 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.

Det Norske Veritas

Address: Veritas veien 1 (Head of office)
Postcode: 1322
City: Høvik
Country: Norway
Tel: +47 67 57 99 00
Fax.: +47 67 99 11
www: www.dnv.com
e-mail: Jacques.Maury@dnv.com, Giacomo Meazzi@dnv.com, Hilde.Smedal.Thunes@dnv.com
Contacts: Jacques Maury, Giacomo Meazzi, Hilde Smedal Thunes
Nature of business: Classification

MANAGING RISK DNV

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.

EHRENBERG Kommunikation GmbH

Address: Hafenstraße 33
Postcode: 23568
City: Lübeck
Country: Germany
Tel: +49 451 6933290
Fax.: +49 451 693329 29
www: ehrenberg-kommunikation.com
e-mail: info@ehrenberg-kommunikation.com
Contact: Magnus Ehrenberg
Nature of business: PR / PA

EHRENBERG Kommunikation

EHRENBERG Kommunikation is a PR- and communication agency, specialised in tourism and logistics with offices in Lübeck, Berlin, Malmö, Copenhagen and Oslo. We have been offering all the services of a traditional public relations agency in German-speaking and Scandinavian markets since 1993, and have been active in the realm of public affairs since 2000.

FINCANTIERI – Cantieri Navali Italiani S.p.A.

Address: Via Genova, 1
Postcode: 34121
City: Trieste
Country: Italy
Tel: +39.040.3193111
Fax.: +39.040.3192305
www: www.fincantieri.com
e-mail: webmaster@fincantieri.it; pr@fincantieri.it
Contact: Mr Giorgio Oreste Arena, Commercial Director – Executive Vice President, attending the Shipping Conference
Nature of business: Shipbuilding

Fincantieri is one of the world's most prominent and diversified realities in marine engineering: more than 7,000 ships built in over 200 years of history, over 3 B€ of production value, world leader in cruise shipbuilding, large ferries and in the military sector.
In recent years, Fincantieri started a series of initiatives to encourage company growth and promoted the development of activities in sectors close to its core business: ship repair and conversion, marine systems and components and mega-yachts.
After the acquisition of Manitowoc Marine Group in Wisconsin, in 2009, the Company established Fincantieri Marine Group (FMG which employs a staff of 1,650). FMG is one of the leading mid-size shipbuilders in the United States for commercial and government customers. It comprises two shipyards - Marinette and Bay Shipbuilding Company - and a topside repair yard in Cleveland, OH and a production plant, ACE Marine LLC, specialized in small-medium aluminium craft.

Flensburger Schiffbau-Gesellschaft mbH & Co. KG

Address: Batteriestrasse 52
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Country: Germany
Tel: ++49 (0)461 4940 - 0
Fax.: ++49 (0)461 4940 - 214
www: www.fsg-ship.de
e-mail: sales@fsg-ship.de, info@fsg-ship.de
Contacts: EVP Wolfgang Buehr (buehr@fsg-ship.de), VP Thomas Ritte (ritte@fsg-ship.de), VP Raimon Strunck (strunck@fsg-ship.de)
Nature of business: Shipyard

Flensburger is known as a reliable partner for state of the art RoRo&RoPax vessels and has also gained international recognition for naval combat support ships. From basic design through to commissioning the required competence is within FSG which provides highest flexibility and lowest risk for our customers. Before we start the actual building we have already built the vessel in our simulation system, thus FSG has a tradition of on time deliveries. In order to secure our leading market position FSG is active in international R&D projects. Hence we are able to continuously improve the quality of our products. Flensburger has established an international research network to ensure that all our in-house product development tools reflect the latest state of the art. In close contact with worldwide research partners, we continuously develop our own design tools and skills in key areas such as hullform, propeller performance, manoeuvring, seakeeping and operation simulations, strength, fatigue, noise and vibration control.

GRIMALDI GROUP

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City: Napoli
Country: Italy
Tel: +39 081 496 111
Fax.: +39 081 551 74 01
www: www.grimaldi.napoli.it, www.grimaldi-lines.com
e-mail: switchboard@grimaldi.napoli.it
Contact: Paul Kyprianou

The Grimaldi Group is a multimodal transport operator offering worldwide integrated logistics services based on maritime transport and a pioneer in the development of the Motorways of the Sea in Europe.
It comprises eight shipping companies, including Atlantic Container Line, Malta Motorways of the Sea, Finnlines, Minoan Lines and Grimaldi & Suardiaz Lines.
Thanks to a modern fleet of over 100 ro/ro multipurpose vessels, pure car carriers, ro-pax and cruise ferries, the Group's network covers 120 ports in 45 countries in the Mediterranean, North Europe, West Africa, North and South America. The Group operates also 20 port terminals in various countries as well as trucking companies for the transport of cars and containers.
In passenger maritime transport the Group operates with three brands: Grimaldi Lines (Western Mediterranean), Minoan Lines (Adriatic Sea and Greek domestic routes) and Finnlines (North and Baltic Seas).
In 2010, the Group transported over 2.78 million cars, 1.43 million rolling units and containers as well as over 2.73 million passengers.

Hogia Ferry Systems Ab

Address: Vallonvägen 1B
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City: Korsholm
Country: Finland
Tel: +358 63192800
Fax.: +358 63192899
www: bookit.hogia.fi
e-mail: info@hogia.fi
Contacts: Ari-Pekka Soini, Martin Andtfolk
Email: firstname.lastname@hogia.fi
Nature of business: Software

Hogia Ferry Systems Ab is a provider of mission critical systems for the travel, transport, tourism and port industries. Our mission is to develop and support reservation systems and reservation services for ferry/cruise lines and tourism operators. With main focus on our product - the BOOKIT Reservation System - our customers world-wide also benefit from many types of applications and services connected to the system. Today, the BOOKIT software provided by Hogia Ferry Systems is used by more shipping companies, more ferry lines and more port of calls in more countries than any equivalent software on the market. 20 years of development and experience has created a system optimized for any ferry operator.

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.

NAVALIMPIANTI TECNIMPIANTI GROUP

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Postcode: 16014
City: Ceranesi (GE)
Country: Italy
Tel: 0039 010 72371
Fax.: 0039 010 710173
www: www.navim.com
e-mail: marketing@navim.com
Contact: Attilio Dall'Osso adallosso@navim.com
Nature of business: marine equipment

This year in 2011 Navalimpianti Tecnimpianti will proudly celebrate its 40th anniversary.
Today the Group, **12** branches in **9** Countries, has records for more than **15.000** plants and equipments all in almost **40 years** with the **best shipyards** for the **top Ship Owners**.
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_ ***Skydome Sliding Covers***
_ ***Cargo Access Equipments for RoRo, RoPax and Ferries***
_ ***Valves Remote Control Systems*** (Standard and WINners™)
_ ***Access and Handling systems for Passengers vessels, Navy and special applications for the marine field***
_ ***Light & Sound Systems:*** in 2007 the group enlarged its core business to lighting and electrical systems.

PORT AUTHORITY OF BARCELONA

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Postcode: 08039
City: BARCELONA
Country: SPAIN
Tel: +34 93 306 88 04
Fax.: +34 93 306 88 17
www: www.portdebarcelona.es
e-mail: olga_salvador@portdebarcelona.es
Contact: Olga Salvador Mir
Nature of business: Port Authority

The Port of Barcelona is a genuine economic powerhouse, thanks to the diversified nature of its cargo and its involvement with the hinterland. The interconnection of all modes of transport makes the Port de Barcelona one of the main logistics hubs in the Mediterranean. The airport, motorways and railway are all within a radius of 5 kilometers, making the port an ideal location for offering the best services to the transport and logistics sector combining Railway, motorway and feedering. We bring together the largest offer of logistics and transport chain in the Iberian Peninsula and southern Europe.
Barcelona is Spain's number one port in terms of turnover and value of goods. We are also the leading Spanish port for international traffic, with 90 shipping lines operated by 145 shipowners and connecting Barcelona with 825 ports around the world, many of which offer weekly services.

Stena RoRo

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City: Gothenburg
Country: Sweden
Tel: +46-31-85 50 00
Fax.: N/A
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 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 Finland

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Fax.: +358 10 670 6700
www: www.stxeurope.com
e-mail: finland@stxeurope.com
Contact: Tanja Sabell Manager, Communications
Nature of business: Shipbuilding

STX Finland Oy has three shipyards in Finland, situated in the cities of Turku, Helsinki and Rauma. Arctech Helsinki Shipyard Oy which operates in the city of Helsinki is a joint-venture company, which is 50/50 owned by STX Finland and United Shipbuilding Corporation.
The company belongs to the international STX Europe Group, with a product range including passenger ships as well as merchant and offshore vessels. In all, STX Europe has approximately 16,000 employees. STX Europe's principal shareholder, the international conglomerate STX Business Group of Korea, has production plants representing various industries all over the world and a total of approximately 54,000 employees.

TTS Marine AB

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Fax.: 46 31 725 78 05
www: www.ttsgroup.com
e-mail: info@tts-marine.se
Contact: Björn Rosén TTS Marine AB
Nature of business: Supplier of cargo access equipment

TTS Marine AB, located in Gothenburg Sweden, is a world-leading designer and supplier of cargo and passenger access equipment to the world's fleet of PCTCs, RoRo, RoPax and Cruise vessels. Our product range includes ramps for stern, side, bow and internal access applications, internal and external doors and platforms, movable car decks and cargo lifts, all backed up by a comprehensive service and after sales network. An early involvement of TTS in the RoRo project guarantees an efficient cargo flow solution and optimized ship arrangement.

Giorgio O. ARENA

(giorgio.arena@fincantieri.it)

Born in Naples 59 years ago, he became naval architect / mechanical engineer at 23. He started his activity in the design department at the naval division of FINCANTIERI in Genoa and was appointed Program Manager four years later.
In 1986 he moved to Trieste as Assistant Manager of the Commercial Director at the head office (Corporate) of the same company.
Three years later, again in Genoa as Director of Auxiliary Vessels, he started the lucky activity of the fast ferries with the "53 knots Destriero", followed by ten mono-hull units.
Again in Trieste as Director of Merchant Ships Business Unit, he signed 26 new building contracts in 26 months, of bulk-carrier, ro-ro, container, reefer vessels, etcetera.
He was Purchasing Director for five years with a purchase portfolio of 1,2 billion Euro/year, relating to the activities of six yards, building cruise and ro-pax vessels.
From 2004 Executive Vice President of the Merchant Shipbuilding Business unit, he is leading the commercial activity of FINCANTIERI into the ferries market.

Gunnar BLOMDAHL

(gunnar.blomdahl@stenaline.com)

Gunnar Blomdahl is CEO and Managing Director of Stena Line.
He has been Managing Director for Stena Line since 2003. During his time as MD Stena Line have invested over 100 MEUR in new and refurbished ships and Stena Line does today have the most modern and up to date fleet in northern Europe.
He started with studies in Business Economy and Business Law at the University of Göteborg Gunnar started his career in the hotel business. After various management positions at different hotels on the Swedish West Coast Gunnar was appointed Marketing & Sales Director of Stena Line Scandinavia AB in 1997 and 1998 he was appointed Route Director for Stena Line's route between Sweden and Germany. In 2001 Gunnar moved with his family to Ireland to take up the position as Area Director for Stena Line's operations on the Irish Sea.
In the beginning of 2003 Gunnar was appointed Managing Director of Stena Line. Gunnar has taken an active part in the Turnaround Project taking Stena Line back to profit after suffering heavily from the abolition of Duty Free and after that developed the company to have the most profitable years in the company's history.

Klas BROGREN

(brogren@shippax.se)

Klas Brogren is first and foremost dedicated to passenger shipping as a lifelong hobby. Not really discovering the border line of a hobby, it became his profession when, in 1977, his first assignment was a project with Tor Line in Gothenburg. That was followed five years later with shipbroking in Stockholm where he was active in S&P and chartering, specialising in passenger shipping. In 1981, Klas returned to his hometown of Halmstad to become a partner in Marine Trading which for many years held the management contract for Prince of Fundy Cruises as well as Scarlett Line. As the need of market information expanded, Klas developed this in his own company Plus 2 Ferryconsultation AB, which later registered ShipPax Information as its marketing name. Apart from the publications, CRUISE & FERRY Info, GUIDE, DESIGNS, MARKET and ShipPax Database, the company is also offering tailor-made consulting or evaluations, and is a co-founder and organizer of the spring-time Ferry Shipping Conference.

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.

William GIBBONS

(w.gibbons@psa-ace.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 Association of Cruise Experts (ACE) and the Discover Cruises 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. Currently the PSA has 37 (amounting to 43 brands) Cruise, 13 Ferry and 86 Associate Members (the associate scheme being launched in 2004). In 2004 Bill was very involved in setting up the European Cruise Council (ECC). He is currently Marketing Director of the ECC. In 2009 the PSA took on the administration of cruiseBritain with the aim to reinvigorate Britain as an exciting cruise destination.
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.

Emanuele GRIMALDI

(graniello.giovanna@grimaldi.napoli.it)
Managing Director, Grimaldi Group. President of Finnlines, President of Minoan Lines, President of Malta Motorways of the Sea, Grimaldi Logistica España, Salerno Auto-Terminal. Vice-President of the Malta International Shipping Council. Board member of Atlantic Container Line, European Community Shipowner Association (ECSA), Confitarma (Italian Shipowner Association).
Since 1986, Mr Emanuele Grimaldi is Managing Director of Grimaldi Group, a company who is at the centre of a remarkable development in the Roll on / Roll off maritime transport. Most recently Grimaldi Group also became a driving force of the Motorways of the sea and Short Sea Shipping concepts by deploying a fleet of modern ships operating on international routes.
In the latest years Mr Emanuele Grimaldi was deeply involved in the expansion of Grimaldi Group on international level, paying constantly attention towards sustainable models of maritime transports.
Mr Emanuele Grimaldi has Degree in Economics and Commerce taken "summa cum laude" at the University of Naples in December 1980.

Guido GRIMALDI

(grimaldi.guido@grimaldi.napoli.it)
Guido Grimaldi was born in London, on the 26th of August 1983.
When he was 16 he had his first professional experience, participating with the crew of "Malta Express" to the daily maritime activity onboard.
During his studies, Mr Grimaldi followed to cultivate his passion for horses, by becoming in 2001 Italian champion of Show Jumping.
In 2005, at the age of 23, he got a Degree in Economics and Commerce with honors (110/110) at the University Federico II of Naples and he soon joined the family company, starting his activity in the Short Sea Department.
Meanwhile he could enlarge his professional background in the transport and logistics field by attending the MBA Master "Automotive Logistics" of ECG Academy (European Vehicle Logistics Association).
In 2008 Guido Grimaldi was been appointed Commercial Manager of Grimaldi's Short Sea lines.

Fredrik JOHANSSON

(fredrik.johansson@tillbergdesign.com)
Fredrik Johansson, has his academic foundation from London Guildhall University, Sir John Cass Faculty of Arts and also a Master's Degree from Danmarks Designskole in Copenhagen.
After joining TILLBERG DESIGN in 1994, he has worked for and with a large number of engaging clients, mostly on a project management basis. Projects have spanned from Ocean Liners and Yachts to Ferries, including work for Stena Line, Scandlines, Color Line and Viking Line. On the cruise side, he was joint project manager during the entire planning and interior design of the Queen Mary 2.
He currently looks after a number of ongoing and prospective projects, as well as the majority of the company's intenational contacts.

Simon JOHNSON

(simon.johnson@poferries.com)
Simons' career has covered operational, sales and marketing roles inside and outside the travel industry.
Outside of travel, he has been the Commercial Director of the London Chamber of Commerce which lobbied and promoted London business.
In 2010, Simon was appointed as the Passenger Services Director for P&O Ferries and is responsible for onboard services, marketing,, and revenue management. Not adverse to overseeing change within the industry, he was one of the team who implemented a Fundamental Business Review of the business, which helped to turn round P&O's fortunes in 1995. He led the introduction of a low-cost pricing model which has helped to boost web bookings to 70% of total bookings and has delivered award winning advertising campaigns for the company.
He oversaw the design and implementation of the customer delivery on the Spirit of Britain, launched in January 2011. He is preparing for the launch of the second ship, the Spirit of France, which will enter service in September 2011. He is now focusing on devising and implementing the onboard offer across the fleet of 22 vessels, which will appeal to the customer segments and help drive the commercial result.
He will become President of the Passenger Shipping Association Board in 2012 and is a Board member of the Institute of Travel and Tourism.

Petter KLOCK

(ptk@multi-maritime.no)
After graduating as Naval Architect from Bergen University, Petter Klock started his professional career with a couple of years in the design/engineering department at Aker Stord. Thereafter he went to the Ankerløkken Group where he had different technical positions for a periode of 12 years. At this time the Ankerløkken Group had great success with their stainless steel chemical tankers.
In 1984 Petter Klock founded the shipdesign and engineering company Multi Maritme AS and he has ever since been the CEO of this company. Multi Maritime AS can to-day look back on about 100 newbuildings of their design. The designs cover a wide range of ship types as Ice breakers, Coastal cargo vessels, Tankers, Offshore Service vessels and Small- and Medium Size car and passenger ferries.
Petter Klock is member of the board of directors of the Maritime Branch Association, a subsidiary of the Federation of Norwegian Industries.

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.

Axel MEYNKÖHN

(meynkoehn@wdr-wyk.de)

Born in 1958 at Kiel, married, 2 children. After being graduated 1983 as "Schiffahrtskaufmann" with DAL-Deutsche Afrika-Linien at the Chamber of Commerce of Hamburg, he worked as Owner's Representative for DAL/Woermann-Linie for 6 years in West and Central Africa (based at Abidjan and Douala). In 1990 he became Line Manager of a RTW-Conbulk Linerservice of DAL. In 1992 he joined Poseidon Schiffahrt at Lübeck, being in charge of Pool Controlling for the Finncarriers-Poseidon Baltic and North Sea Pool. From 1995 – 1998 he worked as General Manager for Unimar (Kühne&Nagel Group) at Hamburg. In 1998 Axel was appointed as CEO of WDR - Wyker Dampfschiffs-Reederei Föhr-Amrum GmbH, Wyk auf Föhr. The WDR, a 125 year old private shipping and transport company, is one of the biggest domestic ferry operators at the european northsea coast (annual avg. carryings 1,8 Mio Pax – 300.000 RoRo units). Apart from his duties as CEO, Axel is the chairman of the commission for Ferry & Passenger shipping of the German Shipowner's Association (VDR) and member of different boards, among others, the board of the Standard London P&I Club.

Jaime OLIVER

(jaime@oliverdesign.es)

After graduating from college as a Naval Architect in 1964, Jaime Oliver, Chairman of Oliver Design, starts his business career creating his own small shipyard. He designed and built Custom wooden yachts up to 24 m with a modern design for that time and managing to deliver a total of 27 unique prototypes.
At the end of that period Jaime Oliver decided to concentrate entirely on the Architectural Design of ships offering his services directly to ship owners and shipyards around the world.
With the extensive experience gained during his 45 years of professional career, Jaime Oliver has consolidate and strengthen his position on the international market with numerous projects developed from Yachts to Cruise Ships, going through Passenger Ferries, River Cruises….etc. It has been granted with several awards with special mention to 4 Shippax for Passenger Ferries.
Oliver Design has expanded during his history and there are a total of 22 specialists working directly in the company aiming to continue developing creative projects with innovative ideas.

Spiros PASCHALIS

(paschalis@attica-group.com)

Spiros Paschalis is the Managing Director of SUPERFAST FERRIES, one of the two companies that constitute ATTICA GROUP, a leading maritime group based in Greece that operates 13 vessels in Adriatic and Greek domestic market.
He is also an Executive member of the Board of Directors of ATTICA GROUP and since February 2009, he is a member of the Board of Directors of the Association of Greek Passenger Shipping Companies (SEEN).
He entered the shipping industry in 1996 and pretty soon he managed to become one of the leading members of the other company-member of the Group, holding for almost 10 years the position of Authorized Director of BLUE STAR MARITIME S.A.
He has a Bachelor of Science in Business Administration from the American College of Greece and he further extended his financial educational background in London where he graduated from Cass Business School (City University) holding an MBA degree in Finance.

Kell ROBDRUP

(kell.robdrup@dfds.com)

Kell Robdrup (49) Senior Vice President at DFDS Seaways. Kell holds 30 years of experience within the shipping and transport industry. He started his career in 1980 when he joined the agency of the Danish shipping company The East Asiatic Company in Copenhagen as a Shipping trainee. In 1992 he joined the A.P. Moller-Maersk Group and has over the years held a several senior management positions within shipping, ferry Ro/Ro Ro/Pax and intermodal related activities in Denmark, Sweden, Germany, Belgium, Switzerland and Italy. Latest in Holland where Kell held the position as Managing Director for Norfolkline's European shipping and terminal activities. In 2010 he returned back to Denmark where he, in connection with the DFDS's acquisition of Norfolkline, joined DFDS Seaways as the overall responsibility for the company's Ro/Ro and terminal activities in the North Sea.
Kell Robdrup has over the years attended numerous management training programs at London Business School and at IMD in Switzerland.

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 were his field were transport, and thereby also ferry operations. In the 90`s he worked in local Friends of the Earth groups with costal transport.

Keith SHERWOOD

(keith.sherwood@caruspbs.com)
Having started as a reservations agent for a UK regional airline in the late 70's, Keith Sherwood has spent over 30 years in the travel and transportation sector.
His first involvement in the Ferry industry came during the early nineties when, as the Sales & Marketing Director of Revenue Technology Services, he conducted Revenue Management workshops, consultancy projects and pre-implementation studies for numerous operators including, Brittany Ferries, DFDS, Color Line and Silja Line.
In 1998 he joined Travellog which was then taken over by Anite who, at the time, also owned Carus. When Carus staged a MBO in 2008 Keith continued his role as Sales Manager and is responsible for the companies continued growth and expansion around the world.
Carus is a leading provider of booking, ticketing, back office and port automation solutions designed specifically for the ferry industry.

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.

Wilco VAN DER LINDEN

(wilco.vanderlinden@wartsila.com)
Since graduating as a naval architect in 1978 Wilco has been working as a designer, project engineer and commercial manager for various shipyards in the Netherlands. Notably he was the sales director at Dutch Shipyard Van der Giessen- De Noord in the 1990's , when ferries were contracted for Scandinavian, Irish, German, British, Greek, and French Owners. Wilco was co-organiser of the Interferry 2003 conference in Rotterdam. Since he joined Wärtsilä in 2003, he has been the sales director for propulsion systems, area sales director North and Eastern Europe and sales director of the newly formed Ship Design group in Wärtsilä. He is a member of the Interferry Regulatory Committee , as well as the Norske Veritas Ferry Committee
Wilco is presently the director Business Development Cruise and Ferry, in which function he is responsible for collaborative design projects in Wärtsilä's Special Vessel segment.
In particular, he works closely with Deltamarin's Markku Kanerva on the joint parametric ferry design project that their companies have started in early 2010.

Carsten WIEBERS

(Carsten.Wiebers@kfw.de)
Dr. Carsten Wiebers is the Head of Ship Financing of KfW IPEX-Bank. His professional experience in shipping extends to over 12 years financing all type of maritime vessels with European content on a global basis. KfW IPEX-Bank is a state owned bank financing on a commercial basis with a shipping portfolio of approx. USD 20 billion. It holds a considerable ferry, ropax and roro ship portfolio. Previous to his work in ship financing Carsten Wiebers worked in KfW's development finance since 1992 in various Asian and African countries and industry sectors.

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