

SHIPPAX FERRY CONFERENCE 19

IN GOOD COMPANY





SILJA SERENADE arrives in Stockholm



Waiting for check-in and embarkation



Welcome Coffee, sponsored by Stena RoRo



Kai Knocke and Lazaros Charalmbous, FRS, Förde Reederei Seetouristik and Shipmanagement



Jan Bagger, ForSea, Alastair Danabie and Alastair Fleming from Northern Marine Group



Andreas Hammar, Hammarship and Mohamed Badaway, United Marine Egypt



Ville Parpala, The Switch, Heikki Suutari, Robert Hilden Marioff and John Hemgård, United Technologies



Tobias Ahlberg and Håkan Jönsson, TTS Marine, sponsors of the badges



John Kollander, Stena RoRo Asia



NSO OASIS Good morning drink, sponsored by North Sea Offshore



Zhiwei Tian, North Sea Offshore, Nikos Karamoutas Aluminos and Kristian Vidfar, NSO



Kenneth Lindblad and Fabian Lundgren, Bore



Michael Nykjaer, Dampa, Dacheng Tong and Robert Rust, North Sea Offshore

SUSTAINABLE BUSINESS DEVELOPMENT AND OTHER TOPICAL ISSUES UNDERSCORED SHIPPAX FERRY CONFERENCE 2019

TEXT: **EERO MÄKINEN**

PHOTOS: **GEORGE GIANNAKIS**

The 17th edition of the Shippax Ferry Conference was held on board Tallink Silja's SILJA SERENADE during her scheduled Stockholm-Helsinki-Stockholm sailing between the 12th and 14th of March, 2019. This year's gathering attracted a record attendance of about 500 delegates from various parts of the industry. Over a two-day-period they discussed and debated issues of the industry and mapped a way forward.

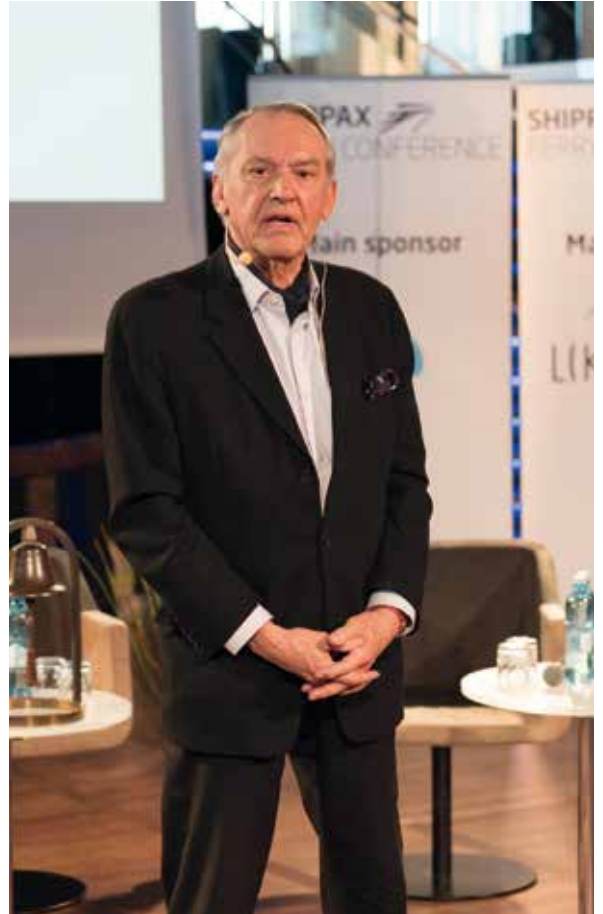


Paavo Nögene, Tallink Grupp





The Shippax team welcomes you all the to this year's conference on board SILJA SERENADE
Philippe, Elizabeth, Frederik, Victor, Göran, Charlotte, Annelie and Marko



Jan Eliasson, Former Minister for Foreign Affairs of Sweden and Deputy Secretary-General of the UN

At his opening speech, representing the conference's host, Paavo Nögene, CEO of Tallink Grupp, spoke of the importance of innovation and digitalisation as well as the need to work together in ensuring a better

future for the industry of tomorrow.

In support of this stance, two primary sponsors – Telenor Maritime, represented by its Cruise & Ferry CSO Jan Erik Norli, and Liknoss, represented by its MD George Papastamatiou

– in their brief presentations spoke of the vital role of telecommunication services on ships, booking and distribution system, as well as future prospects and requirements in this connection.



Jan Erik Norli, Telenor Maritime



George Papastamatiou, Liknoss

KEYNOTE MESSAGES

Setting the scene for the conference, Jan Eliasson, Former Minister for Foreign Affairs of Sweden and Deputy Secretary-General of the UN, spoke extensively on general global issues, including the shifting of economic power to the East, militarisation of relationships between countries, weakening of the transatlantic link, refugee problems, and the issue of Brexit, etc. He pointed out that the Brexit was one of the biggest tragedies of the EU. He also spent a lot of time discussing the roles and positions of women and young people in future societies.

Eliasson had been party to many negotiations on international and local issues. He gave an interesting analysis on reasons for failures and successes in these negotiations. In conclusion, he painted an optimistic picture of the future.



Alastair Fleming, Northern Marine Group



Robin Meech, Marine and Energy Consulting



Ingemar Gustavsson, Actemium

The conference then continued in earnest with an informative speech by Alastair Fleming, General Manager/DPA of Northern Marine, a Stena Group company. He outlined the business of his company, which had a special focus on the human resources services. Fleming also spoke of the importance of leadership, reflective learning, and learning engagement. He stipulated that zero incident should be a goal of the industry.

“Energy for the ro-pax industry post 2019” was the title of the presentation by Robin Meech, MD of Marine and Energy Consulting. The main issue discussed here was related to the upcoming IMO 2020 global 0.5% sul-

phur emission limit. Meech told the conference that this regulation could cost global sea transport industry an additional USD 45 billion, as the average bunker expenditure would increase by 25%. A degree of chaos was expected, but exhaust gas cleaning systems would help smoothing the transition. His key message to the industry was: “if you are not preparing today for 2020 you are too late”.

Closely connected to the subject under discussion, Ingemar Gustavsson, BU Manager of Actemium, spoke of his company’s onshore power systems, which was already installed at 24 locations, both low and high voltages, in eleven ports:

nine in Sweden and two in Norway. The key objective of this product is the reduction of emissions and pollution.

SUSTAINABLE MARKET

Under the title ‘Capacity, performance, outlook and challenges’ Philippe Holthof, Shippax’s editor-in-chief and the conference’s lead moderator, in his presentation gave a general overview of the state of the ferry industry and a forecast based on its 2018 financial and volume performance.

According to the Shippax and individual ferry company data, in 2018 the fleet capacity increase acceler- ➤





The executive's view: 2019 ro-pax & ro-ro panel debate

- ated. Altogether 46 ro-pax newbuilds were delivered, with a freight capacity totalling 20,000 lanemetres and a passenger capacity totalling 30,000. China consolidated its position as the biggest ro-pax builder in the world.

Financial performance of top ferry groups continued to be mixed, with freight volumes rising and passenger numbers stagnating.

Looking forward, Holthof predicted that in 2019, assuming there would be no major delays or cancellations of deliveries, over 60 ro-pax newbuilds were expected, with the freight capacity totalling 25,000 lanemetres and a massive passenger capacity of 35,000. This would represent another acceleration.

Better economic performance is needed to support the industry's recovery, even at a moderate pace. Holthof anticipated that the three major European ferry groups – Grimaldi, Stena, and DFDS – were expected to further increase their market shares. Competition in Europe was expected to remain particularly fierce. Further consolidation of activities was expected.

As to challenges and opportunities, the Brexit and oil price development were among the major uncertainties. While the former was a challenge for many, it might also be an opportunity for others.

In summing up, he warned that many operators would continue to

struggle to maintain or improve profitability and to increase volumes.

The session entitled '2019 ro-pax & ro-ro panel debate' consisted of panelists from five European and Canadian ferry companies.

Janette Bell, CEO of P&O Ferries, outlined the development in P&O Ferries. Not surprisingly, she spoke of the big concerns over Brexit, as the business of P&O Ferries might be seriously affected by its final outcome.

Brexit certainly was also a big issue to DFDS. Torben Carlsen, the group's CFO, believed that the company was well-prepared for all the eventualities. DFDS has other equally pressing concerns, such as sustainability and digitalisation. Its priorities for 2019



Janette Bell, P&O Ferries



Torben Carlsen, DFDS



Mark Collins, BC Ferries



Emanuele Grimaldi, Grimaldi Group



Harri Hanschmidt, Tallink Grupp



Torben Carlsen, DFDS



Vesa Marttinen, Wärtsilä Finland



Emanuele Grimaldi, Grimaldi Group



Mark Collins, BC Ferries

were broadly based, including adapting to the market conditions, delivering the selected five performance drivers, customer satisfaction, value creating, and investments.

Grimaldi Group seemed to have similar priorities, but it presented a longer-term view. According to its MD Emanuele Grimaldi, they included the target of 50% reduction in CO₂ emissions by 2050, zero emission in ports, and sustainability in general. The company has a EUR 500-million investment programme.

Most notably Grimaldi is implementing a comprehensive list of environmental protection measures. As examples, Mr Grimaldi mentioned the lengthening of two CRUISE ROMA Class vessels and the fact that 100 of the group's ships would be equipped with scrubbers. He also defended his view that the use of open-loop scrubbers was not a major environmental issue.

In this connection, the GRANDE AMERICA accident during the

weekend just before the conference sparked some discussion. While no casualties were reported, the financial losses were immense. The need for shipping companies to have access to information on the cargo they carried was called for.

Tallink was represented by Harri Hanschmidt, a member of the group's management board. For the premier Estonian ferry company, the key word for the future was 'innovation'.

The company recently signed a firm contract with Rauma Marine Constructions (RMC) for a modified sister vessel to the MEGASTAR. Central to the future development of the sector, according to Hanschmidt, was "Smart Ships, Smart Ports, Smart Customers". Availability of Wi-Fi at sea was a must to support digitalisation and wider onboard payment options.

The first day of conference was concluded by the presentation of Peik Jansson, Global Sales Manager of ABB Marine and Ports, entitled 'ABB Ability Marine Pilot Vision – looks be-

yond human vision bringing together augmented reality, sensor fusion and machine learning on board in real time'. In it he 'remotely' demonstrated the so-called Marine Pilot Vision system in operation on board SILJA SERENADE from the conference auditorium. It clearly showed the multiple benefits of the system in terms of safety, efficiency, and ergonomics.

REGULATORY DEVELOPMENT

The second day of the conference was kicked off by the presentation of Edwin Pang, Senior Naval Architect of Leadership, entitled 'What's coming up? New rules & regulations for the ferry & ro-ro industry'. Pang expounded extensively on the most pressing issues relating to the development of rules and regulations.

He presented several recommendations on how to tackle the issues of today and of the near future. They included measures introduced to look into the inventory of hazardous materials as an element in ship recycling, the 0.5%-sulphur-emissions-limit-compliant fuels, SOLAS 2020 vs. EU regulations, cold ironing, underwater noise regulations, greenhouse gas emissions and the 2030 goal.

Pang's overall recommendation was to 'get involved' in the process of the regulatory development and interpretations via various industry bodies. His blunt advice was "educate your flag state", as many of them did not have adequate resources to handle the progressively complicated regulatory environment.

As a departure from the regulatory ►



Peik Jansson, ABB Marine & Ports



Edwin Pang, Leadership Engineering & Consulting



Willem-Jan Hamers, Redwise



Martin Hedman, Marine Profile



Koert Grever, IESE



Vahur Ausmees, Tallink Grupp

► theme, the title of the next presentation, by Willem-Jan Hamers, MD of Redwise, was ‘An outsider’s perspective on passenger experience and economics’, which covered three areas of the company services: global ship delivery, crew management, and pilots & VTS. Hamers spelt out the benefits of using the services like those provided by Redwise were in the areas of economy, saving potentials, passenger experience, and maintenance and spares.

TALENT AVAILABILITY

‘How to find, train and retain tomorrow’s onboard talents?’ was the subject of the second conference panel that had a focus on human resources. This was considered to be a critical issue for the viable future of the industry.

Martin Hedman, Senior Consultant & Partner with Marine Profile, discussed the needs and values of

psychological assessments. He spoke of the changes in the landscape of hiring people and the need to understand what kept people in the company. New approaches were called for. He also emphasized the importance of emotional stability.

Koert Grever, Director of Netherlands and Nordic Countries, IESE Business School, spoke about the requirement of continuous learning because of the changing nature of the jobs.

Vahur Ausmees, HR Director at Tallink Grupp, spoke of ‘people’ as a strategic cornerstone of the company. The key points relating to finding, training and retaining people were organisational culture, values, physical working environment, and leadership.



Pierre Mattei, Corsica Ferries and Ralph Axelsson, Nordic HSC



Peter Rea, Liferaft Systems Australia, Bernard Dwyer, Spirit of Tasmania and Mike Grainger, Liferaft Systems Australia

NEW SHIPS

Entitled ‘Newbuildings and projects’, the third panel, consisted of four presentations, covered the more traditional topic of tonnage supply.

Kristian Lind, Chief Technical Officer of OSK-ShipTech, and William Zhou, Vice President of Guangzhou Shipyard International (GSI), discussed the subject of the recently delivered VISBORG, which had suffered a considerable delay. GSI is building another VISBORG Class unit, the THJELVAR, for Rederi AB Gotland, designed by OSK-ShipTech, due for delivery later this year. GSI and OSK-ShipTech have established a design joint venture in China under the name SinoDane in order to promote passenger shipbuilding business. GSI is also building a ferry for Algérie Ferries.

Much of the subsequent presenta-



Kristian Lind, OSK-ShipTech and William Zhou, GSI



André Powilleit, Flensburger Schiffbau-Gesellschaft



Håkan Enlund, Rauma Marine Constructions



Jesper Aagesen, DFDS

tion by André Powilleit, Head of Sales & Design at Flensburger Schiffbau-Gesellschaft (FSG), was centred upon the recently delivered W. B. YEATS of Irish Ferries. He candidly told the audience of the hick-ups relating to the construction of the vessel, in particular the issues concerning the cost.

FSG's focus is exclusively on ro-ro and ro-pax vessels. The yard has developed a series of ro-pax vessel classes of seven different ship sizes, three different variants for LNG fuel concepts, and a standardisation philosophy. Powilleit was convinced of the positive development of the market in the future and the role of FSG would play in industry.

'Wasaline, the new Kvarken Project' was the title of the presentation by Håkan Enlund of RMC. The company recently won the contract for the construction of the new 24,300-gross-ton Vaasa-Umeå ferry. The new ice class 1A Super vessel will be dual fuel, with LNG as the primary

energy source. Enlund also spoke about the background of shipbuilding in Rauma and the present operation of RMC, with a special emphasis on the unorthodox business practices of delegating works to the local ship-building network.

The last presentation of the panel was delivered by Jesper Aagesen, Director of Newbuilding & Major Conversions at DFDS. He described the construction of the 6,700-lanemetre GOTHIA SEAWAYS, the first of the series of six identical ro-ro vessels, at China's Jinling Shipyard.

The project started in 2015 with the conceptual design. The tender package was issued in April 2016. The yard was selected in July 2016 and the initial contract for two vessels was signed in September 2016. Four additional vessels were added to the order in 2017 and 2018. Steel cutting of the first vessel took place in August 2017. The ship was launched in July 2018. Aagesen presented this case as

an example of what can be achieved in a Chinese yard.

In addition to the series from Jingling Shipyard, DFDS has recently taken delivery of two 4,076-lanemetre ro-ros from FSG. It has a contract for two 4,500-lanemetre ro-paxes with GSI and has reached a bareboat charter deal with Stena RoRo for a 3,100-lanemetre E-Flexer unit, to be built by AVIC Weihai in China.

Beyond the newbuilding plan, Aagesen spoke of DFDS's major refit and conversion programmes. After having completed the lengthening of PRIMULA SEAWAYS, the company embarked upon the refurbishing of various other ro-pax ferries, ballast water treatment plant retrofits, and twelve scrubber retrofits.

Next, the MD of Knud E. Hansen Finn Wollesen gave a somewhat philosophical discourse on the EEDI issue. Knud E. Hansen is the principle designer of various DFDS vessels. ➤



The Newbuildings and Projects session



Finn Wollesen, KNUD E. HANSEN



► LIFELINE FERRIES

A special session – entitled ‘2019 lifeline ferry sector panel debate’ – was dedicated to discussing the lifeline ferry services. It began with Fredrik Erdmann Shippax correspondent and co-moderator outlining the 2018 performance and megatrends of the lifeline ferry operations. He listed a number of issues concerning this segment of the ferry business, such as those relating to new ships, second-hand vessels, electric propulsion, con-

solidation, digitalisation, marketing strategies, and onboard spending.

The four panellists – Kevin George, Chairman of Red Funnel, Trine Heinemann, Project Coordinator for ELLEN E-ferry Project, Jaak Kaabel, CEO of TS Laevad, and Carl-Ulfert Stegmann, CEO of AG Reederei Norden-Frisia – then went on to discuss a great variety of issues specific to their respective operations and communities they served, including community involvement, electric cars as cargo, Wi-Fi as human right, draft,

and tidal problems.

Alexander Bard, a renowned Swedish cyberphilosopher, music producer, television star, writer and lecturer, looked into his crystal ball and talked about digitalisation in his typical entertaining way. He reflected on the ferry industry and how different a ship like SILJA SERENADE may look in a world dominated by digitalisation.

The session was concluded by Ljubo Jurisevic, President of Cruise Division and Managing Director of EVAC, who introduced his company's range of ser-



Kevin George, Red Funnel



Trine Heinemann, Ærø ferry



Alexander Bard



Jaak Kaabel, TS Laevad



Carl-Ulfert Stegmann, AG Reederei Norden-Frisia



Ljubo Jurisevic, EVAC



George Anagnostou, Iosif Kouroupis, Spiros Paschalis and Charalambos Katzourakis from Attica Group

vices and products aiming at decreasing the environmental footprint by saving energy, recycling waste, and purifying wastewater, etc.

OLDER VESSELS

Aptly named 'Managing ro-pax lifecycles', the last panel of the conference was dedicated to discussing subjects relating to older vessels.

Per Westling, Managing Director of Stena RoRo, spoke about planning and management of older fleets. Stena's slogan in this connection was 'Our ships should be built and maintained to such a standard that they will have an eternal life'. Care, innovation, and performance were key to achieving this goal.

Tarvi-Carlos Tuulik, CEO of HT

Shipmanagement, AS Tallink Grupp, described how the company managed ageing vessels. Tallink's oldest ferry was 47 years. In addition, the company had a few large cruise ferries, like SILJA SERENADE, SILJA SYMPHONY, and SILJA EUROPA, which were between 28 and 31 years old. The issues for the future of their operations were sustainability, which included cold ironing, waste energy management, operational performance, and preventive maintenance. Progress had been made in operational performance over the years, as fuel consumption per passenger had been reduced by 44.7% since 2009. Tallink had not chosen the scrubber option for its fleet. Tuulik highlighted the risk of increasing weight on the old vessels.

Alessandro Onorato, Vice President of Onorato Armatori, spoke about the 1975-built MOBY KISS. As the result of a recent refurbishment, the ship, although old from the commercial point of view, is no longer old from the technical perspective. Onorato elaborately described the comprehensive refurbishment of the vessel in 2016. He also mentioned that Moby had opted for scrubbers only for younger vessels and that the company was in the process of ordering two large new ships from GSI.

Finally, in his presentation, entitled 'Performance based services for shared success', Tage Klockars, General Manager of Marine Service Agreements at Wärtsilä, outlined Wärtsilä's services to maintaining older vessels, especially its performance- ➤



Per Westling, Stena RoRo



Tarvi-Carlos Tuulik, AS Tallink Grupp



Alessandro Onorato, Onorato Armatori



Tage Klockars, Wärtsilä



Hans-Jürgen Breitz, Sternfrucht



Mike Corrigan, Interferry



Bruce Peter, Glasgow School of Art

- ▶ based services, life-cycle solutions, smart maritime digital integration, and big data utilisation. He stressed the importance of optimised maintenance, optimised operations, and asset performance resulting in matching solutions to the customers' businesses.

SHIPPAX PLATFORM

At the end of another successful Shippax Ferry Conference, Mike Corrigan, CEO of Interferry, gave a

summary of the activities of Interferry, including information on its next annual gathering in London from the 5th to the 9th of October, 2019.

Before the Shippax Award 2019 ceremony, under the title 'How franchising became a hotel industry megatrend', Professor Bruce Peter of Glasgow School of Art gave a presentation on the similarities and differences between the hotel and cruise/ferry industries.

The well-established Shippax

Ferry Conference is now entering its 18th edition. It has become the definitive platform for discussing issues and exchanging ideas. By way of closing the 2019 conference, Philippe Holthof announced the date and place for the Shippax Conference 2020, which will be held on board PEARL SEAWAYS between the 1st and the 3rd of April 2020. DFDS will be the honoured host. ■





The 23rd annual Shippax Awards



Zhongqian Chen and Li Hao, Guangzhou Shipyard International



Kristian Lind, OSK-SkipTech, Philippe Holthof and Elizabeth Mandersson, Shippax



André Powillet, Flensburger Schiffbau, Philippe, Andrew Sheen, Irish Ferries, Elizabeth, Camilla Horn, Steen Friis Design



Arild Austrheim and Christine Hammesvik, Fjord1 and Mikael Johansen, Multi Maritime



Philippe, Shippax, Jan Bagger and Jens Ole Hansen both from Forsea and Elizabeth, Shippax



Mark Collins, BC Ferries



Kevin Puzicha, Rina, Afttu Korpela, Meyer Werft and Pino Spadafora, Rina



Trine Heinemann, Ærø Ferry, Philippe, Elizabeth and Frederik, Shippax



Roberto Prever, Naos Ship & Boat Design



Some of the Shippax Award winners



Coffee break, sponsor Stena RoRo



Pawel Wojdalski, Unity Line



Jaroslaw Kotarski, Unity Line



Paul Harper, Kiwirail



Argo Sildvee and Mart Lankots, Velvet



The team of Rauma Marine Constructions



Anders Bergh, Möller Data Workflow Systems



Dacheng Tong, North Sea Offshore



Guldar Kivro, TS Laevad



Perttu Kurvinen and Jonas Teir, NLC Ferry / WASALINE



Jarek Majdanski, JDA and Frode Teigen, Fjord Line



Mamdouh Oraby, UME Shipping



Stephen Weaver, P&O Ferries and Paul Davies, TT-Line / Spirit of Tasmania



Herman Klungsöyr, Eltorque and Borge Skeide, Rolls-Royce Marine



Moritz Henning, KfW Bank and Jan H. Telseth, Schottel



Ian Richardson, ICE Support and William MacLachlan, HFW, Holman Fenwick Willan LLP



Alvaro Garcia, Hijos De J. Barreras and Cyril Jarnet, Parimar Brokers



Appie Boorsma, Nicolas Lehl, Frank Berger, Alan Arent, Oliver Sanquer, Ingemar Gustavsson, all from Actemium & Barillec



Meri Rigby, Niclas Blomström, Maria Åkersten & Jennie Hinz, Hogia Ferry Systems



Bernard Dwyer, TT-Line / Spirit of Tasmania, Tanya Baluk and Alex Morcos, UES Seating



Mika Rytönen, MikMek and Laurens van Eck, TLS-Boca Systems and Sarah Deall, UES Seating



The team of EHRENBORG SØRENSEN Kommunikation



Daniele Bottino, ABS



Rolf Petter Almli and Kristian Saetre, Ulstein Werft visited Gerflor's stand



Geir Nielsen, OSM Maritime Group



Oscar Anchér, Simsonship Shipbrokers



Kristian Eikre, Ferd AS, Rickard Ternblom, Fjord Line AS and Marcus Pettersson, TruePAYERS



Selcuk Bakanoglu, Sefine Shipyard



Christer Johansson, Godby Shipping and Bart Vandendrick, Victualic



Knut Frömning, Flensburger Schiffbau and Lukas Johansson, Macgregor



Mario D'Angelo, Versonix and Luca Marini, Direct Ferries



The back of the STI Marine team



James Stahl, Carlo Luisi, Ruben Wansink



Öyvind Sundgot and Carl-Henrik Moltumyr, Metizoft



Jan Rombach and Arno Ahrens Boehm, Steripower



Thomas Högborg, Ehrenborg



Monika Breitz, Sternenfrucht



Alexandra Rolland Andersson and Suljo Sahbegovic from Scanmarine



Kenneth Påvall, Rederi AB Eckerö



Main Sponsor Telenor Maritime with part of the team on board, Jan Erik Norli, Knut Fjellheim, Henrik Lindqvist, Roger Vimme, Kate Smeland Knudsen, Morten Martens Breivik and Joakim Weide



Claudio Natalini and Nicola Cammarota, E-Dea



Alberto Mazzali, Mathias Sandil and Staffan Magnusson



Christer Ahlback and Kristofer Piber, FLIR Maritime



Johan Andersson, Ozon Tech Systems and Bengt Sangberg, Bureau Veritas



Andres and Carol Ludmar, Eiseman-Ludmar



Nils Brovold, Ole Martin Sletten and Alexis Rene, Bazeport Technology



Foucauld Watine and Etienne Spehler, Gerflor



Thomas Pedersen, Tage Klockars and Jonas Bergring, Wårtsilå



Ertug Yasar, Elkon



Daniel Wikström, Rolls-Royce Kamewa and Jonas Bäckström, Rolls-Royce Sweden



Kelly Edwards and Matthew Humphreys, Intellian



Thomas Halvorsen, Bridgehill



Mike Corrigan, Interferry



Gencay Ok, Sedef Shipbuilding



Juvi Hämäläinen, LG Electronics



Jelle Grijpstra & Wietse Bandstra, C-Job Naval Architects



Janne Tulivuori and Henrik Hansen, Halton Marine



Marko Sibakov, Reaktor and Joonas Heinonen, Dsign Vertti Kivi & Co



Wilhelm Penders, Daspos



Vincent Frontzek and Florian Solleder, Wincard Global Sales



Zbigniew Szyca and Stanislaw Domagallo, NED-Project



Axel Meynköhn, Wyker Dampschiffs Reederei and Carl-Ulfert Stegmann, AG Reederei Norden-Frisia



Stephen Tunks and Björn Johnny Nybakk, Newtec



Martin C Kviteberg and Bertine Kviteberg, Adonis



Marcus Höglblom and Muhammad Yasir, ABB Marine & Ports



David Wendel and Hans Eivind Siewers, DNV GL and Christer Schoug, BoCS Consulting



Main Sponsor Liknoss, George Papastamatiou, Eleni Kolokythia, Katia Cok and Yiannis Loussidis



Peter Ståhlberg, NLC Ferry / WASALINE



Robin Weiss, Eckerö Group



Helen Xiaoyun Zhao, North Sea Offshore



Edmund Sweetman, Meana Green Maura



Mie Jakobsen, Danish Cruise and Ferry Group and Hans-Juul Jacobsen, Saint-Gobain Marine Applications



Archipelago Philippine Ferries, Christopher and Mary Ann Pastrana



Erik Kløve, BRS



Hugo Modderman, Dolfinance



TOS Shipdelivery, Rolf Kievits



Chiel de Leeuw, Damen Shipyards and Finn Arne Rognstad, Rolls-Royce Marine



Ann-Sofie Forss, Stena RoRo, Klas Hedelin, MacGregor, Constantinos Goudis, Seacore Shipbrokers and Fotis Poulides, BRS



Anders Larsson, Oresund Drydocks



Nina Savijoki, Deltamarin and Angela Nieder, Macholl & Sprech



Wolfgang Schüler, Flensburger Schiffbau, Anders Agnell-Olsen, Color Line and Knut Frömme, Flensburger Schiffbau



Happy Hour; Kevin George, Peter Rea, Mike Grainger, Mike Corrigan, Mark MacDonald and Robert Clifford



Bent Hansen, Mantec, David McGibbon from David MacBrayne, Frode Teigen Fjord line and Brian Fulton, CalMac Ferries



Steve Thurlow, Incat/Maatsuyker and Peter Frölich, Fjord Line AS



Vegard Gjerde, Fjord Line AS and Robert Hahmann, Aeorlink



Lars Hallengren and Johan Brax, Brax Shipping welcome all to the Dinner drink. Sponsored by Brax Shipping



Pierre Mattei, Corsica Ferries and Frédéric Pouget, Brittany Ferries



Götz Becker, Förde Reederei Seetouristik



Dan Bridgett, P&O Ferries



Bo-Gustav Donning, Rederi AB Eckerö and Suleyman Akin, Sefine Shipyard



Patrik Almqvist, Stena Line, Julie Stuit, Bolidt, Gudmund Holte, Speedcast and Mario Fuduli, Grimaldi Group



Tomaz Bianga, Derek Bryans and Oscar Rivella, all from Eaton



Dan Mikkola, Godby Shipping and Juan Pablo Marrero, Naviera Armas



Katia Cok, Liknoss and Jukka Suominen, Eckerö Group



Emanuele Grimaldi, Grimaldi Group and Christophe Mathieu, Brittany Ferries



Janette Bell, P&O Ferries and Torben Carlsen, DFDS



Leo Hugo Lagström, Fosen Ulstein Design & Engineering and Egil Monsen, Fosen Yard



Matteo Catani, GNV and Xin He, Telenor Maritime



"The Port table"; Nina Liljeqvist, Port of Helsinki, Christian Ramberg, Port of Turku, Ronny Eriksson, Port of Långnäs and Tomasz Zaryczki, Port of Gdynia



Morten Larsen, Fjord Line, Tage Klockars, Wärtisilä and Fredrik Moliis, Wasaline



Johan Brax, Brax Shipping and Vicki Rose, Marine Atlantic



Morten Leknes, Glamox, Öyvind Sundgot, Metizoft, Bruce Peter, James P Mason, Mason Shipbroker and Eugenio Grimaldi, Grimaldi Group



Bernhard Johannes Termühlen, TT-Line and Jens Vind Jensen, Jensen & Partners



William Xuhui Zhou, Zhingquan Chen, GSI and Markus Matthiessen, EHRENBORG SØRENSEN Kommunikation



Mikael West, NLC Ferry / Wasaline



Ben Marland, Austal, Tor-Egil Tinderholt, Baze Technology, Bruno Jourdan-Barry, BRS and Mohamed Elalfy, United Marine Egypt



Tommaso Scolaro, Enrico Scolaro Shipbrokers, Matteo Catani and Matteo Della Valle, GNV



James Anderson, Caledonian Maritime Assets and Camilla Caroline Horn, Steen Friis Design



Marcus Risberg, Silja Line, Eva Mikkola-Karlström, Godby, Lars Erik Lunøe, Telenor Maritime and Eleni Kolokythia, Liknoss



Susanne MacKillop, Pressreader and Torbjörn Johnsson, Telenor Satellite Communications



John Bertell, Carus



Pierre Denneulin, Dino Jugov and Tvrtko Coric all from Brodosplit



Jason Cohn, Speedcast, Olga Liebkind, Norsepower and Kevin Hobbs, Caledonian Maritime Assets



Sebastian Jaggi, Telenor Maritime, Christine Malmros, Stena Line, Charalambos Katzourakis, Attica Group, Martin Hedman, Marine Profile, Joe Lindblom, Sea Lines and Pia Röder, KfW Bank



The big team from Telenor Maritime, one of the Main Sponsors



Maria Åkersten, Hogia Ferry Systems and Brett Chamberlain, Seastreak LLC



Maj-Britt Hoff, Assa Abloy, Donald Barnes, Marine Atlantic, Jennie Hinz, Hogia and Jelle Grijpstra, C-job



Jose Larragan, Alta Shipping Brokers, Jose Rodriguez, Carus and Ruben Navas, Naviera Armas



Carus, sponsor of the Happy Hour April 13th



Anders Rundberg, Carus



Hanns Heinrich Conzen, TT-Line and John Garner, P&O Ferries



Marios Illiopoulos and Ilas Bezas, Seajets



Iacopo Sintini, Rosetti Marino and Nikias Ioannidis, LMG Marin France



Sergey Kotenev, St. Peter Line/Moby, Victor Velton and Regina Velton, Versonix



Dinner drink sponsored by Hydro. Chris Moyle welcomes all delegates to the Dinner drink April 13th.



Chander Arora, Star Ferries and Angel Ariel Pozo, Baja Ferries



The Speedcast team!



The guys from Armatore Interestate; Marko Cicin-Sain, Franco Napp, Guido Giambuzzi and Aris Slama



Brian McKenna and Andrew Sheen, both from Irish Ferries



Mike Corrigan, Interferry, Mark MacDonald, Bay/Northumberland Ferries & Robert Clifford, InCat



Johan Hellman, ABB Marine, Daniel Olsén, Rederi AB Eckerö, Frank Berger, Actemium and Max Wilhelmson Thörn, Brax Shipping



Bruce Xu, North Sea Offshore and Philippe Holthof, Shippax



Frederik Erdmann, Shippax, Christine Malmros, Stena Line, Ann-Sofie Forss, Stena RoRo and Gilbert Walter, BRS



Jan-Olof Grönhult, DNV GL and Mattias Hansson, Caterpillar Marine



Jannik Svahnström and Jukka Nikula, Paf Casino. Sponsor of the Night cap April 12th



Poul Ørsted Bredesgaard, Navitaship and Jesper Hartvig Nielsen, DFDS



Jesper Aagesen, DFDS, welcomes everyone to next year's conference on board PEARL SEAWAYS

Thank you for this conference! See you next year!

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