

# SHIPPAX FERRY CONFERENCE 18

BRIDGING THE FERRY INDUSTRY





COLOR MAGIC arrives in Oslo



Check in starts



The event starts with a show...



...which was appreciated among the delegates



# POSITIVE OUTLOOK – NEW CHALLENGES – RESPONSIBLE OPERATION

TEXT: **EERO MÄKINEN**

PHOTOS: **SHIPPAX AND GEORGE GIANNAKIS**

The 16th Shippax Ferry Conference took place on board Color Line's COLOR MAGIC between April 18 to 20 on the route Oslo-Kiel-Oslo. The event attracted a record number of over 440 delegates. The overall theme of the conference was 'The Future is Green'. The title of this text summarises the industry's current key focus areas.

**T**he Shippax Ferry Shipping Conference is traditionally organised on board a cruise ferry, resulting in many benefits. One of those is the 'integrity' throughout the two-day exercise, something that most attendees seem to value very highly. Compared to a traditional conference at an onshore facility, the onboard event facilitates effective communication between the delegates. That's because delegates typically stay in different hotels when attending conferences on land.

As always, the event also included an exhibition, this time counting over 50

small stands. The stands adjacent to the conference auditorium seem to make the exhibiting function very effective. All in all, the event was supported by 56 companies – including those exhibiting.

At the end of the conference it was announced that the 17th Shippax Ferry Conference will be held on Tallink Silja's SILJA SERENADE on March 12-14, 2019 on the route Stockholm-Helsinki-Stockholm. Please note: the conference is scheduled for March, not April, as has been the case for many years.

In accordance with tradition, the conference was opened by a representa-



Trond Kleivdal, Color Line, opens the conference by ringing the ship's bell, a tradition since the onboard conference started year 2003.

tive of the hosting shipping company, this time by Trond Kleivdal, CEO of Color Line. Mr Kleivdal noted that this was the fourth time the conference was held on board a Color Line ferry. ▶





Jan-Erik Norli, Telenor Maritime, the main sponsor of the event



Keynote speaker Anders Borg, former two-term Swedish Minister of Finance and Member of the board of Stena International, talked about the global recovery and technological disruption



Top ferry executives panel debate



Top ferry executives panel debate



## ► KEYNOTE: GLOBAL RECOVERY AND TECHNOLOGY DISRUPTION

After the brief note by Jan Erik Norli, CSO Marcom of Telenor Marine (the main sponsor of the event), covering the history and future of connectivity at sea, the keynote speech was given by Anders Borg, the former Swedish Minister of Finance and a board member of Stena International. Mr Borg gave a very professional and balanced summary of the overall economic development in the world, also mentioning its impact on the ferry industry. Not surprisingly, the picture was by-and-large positive. Worth repeating here are the following excerpts from his speech:

- 75 % of the countries in the world are doing ok;
- Inflation is very low and continues to be low;
- US tax cuts will boost the economy;
- Labour markets are becoming more flexible;
- E-commerce is growing rapidly, leading to major cuts in costs in many areas;
- France is changing many things;
- Good environment for shipping;
- Artificial Intelligence represents a major potential to the ferry shipping industry;
- US and China: no trade war in the cards, as that would be too negative for China;
- 2018 and 2019 will be good years
- Challenges: oil price, Middle East, China's indebtedness, Brexit, Russia ("no hope with their present approach"), the world population will increase – but Europe's population will not rise.

Mr Borg's presentation was highly appreciated, as it also resulted in the whole conference having a positive atmosphere.

The message from the main sponsor was specifically appreciated, as Telenor

throughout the conference offered a perfectly working, free internet service without limits to the delegates. The quality of the service was high and undisturbed.

## PANEL DEBATE

In line with previous years, this panel is a kind of the State of the Industry session, with several high-profile industry representatives expressing their views of the situation today, challenges etc. Trond Kleivdal from Color Line emphasised sustainability and digitalisation as key future elements. He anticipates a productivity increase as a result of digitalisation. Surprisingly, Color Line currently has 1,000 employees fewer than ten years ago – with no change in annual revenue. An important issue for the future is the quality of the employees: companies do have to invest in training. An interesting milestone will be the delivery of COLOR HYBRID, a ship that will be battery-powered only in the areas near and at the ports. The ship will operate between Norway and Sweden, with delivery scheduled for the summer of 2019.

Paul Kyprianou from the Grimaldi Group, Italy, listed major challenges that the industry is facing today and in the future. One of the trade-related challenges is the ageing of the fleet. Other challenges include relations to the states, further concentration of the industry, competition from low-cost airlines, and also Brexit, of course. In addition, there is the trend towards digitalisation, regulatory framework (and specifically the IMO/EU issues), EEDI, decarbonisation, the 2020 sulphur cap, zero emission in ports, investments in ever larger units etc. All in all, a really comprehensive list of challenges.

Janette Bell, CEO of P&O Ferries, UK, put focus on the comprehensive PESTLE analysis undertaken on behalf of P&O Ferries. The analysis exten-

sively covers issues related to the future business environment. Issues like 3D printing, big data, emerging consumer trends etc. were among the outcomes of that analysis. She made a remark that Brexit is just one of many elements affecting the future of the company that she heads.

Paul Griffin, President/CEO of Marine Atlantic, Canada emphasised environmental issues, technology development, ice issues on the East Coast of Canada, and the need to better serve clients.

Bernard Dwyer, CEO of Spirit of Tasmania, Australia, was proud of the fact that Spirit of Tasmania now has decided to build two new vessels that will be considerably larger than the existing two vessels built about twenty years ago. LNG will be the name of the game.

Peter Arvidsson, COO of Stena Line, Sweden, explained Stena Line's business philosophy in detail. This very much relies on a fleet with ultimate flexibility. The Stena E-Flexer series under construction at the AVIC Weihai yard in China is an illustrative example. Looking at long-term issues, he mentioned the need for new technology that has to be viable beyond 2060, systems for electricity storage, digitalisation for more efficient operations, automatic port operations, clean energy, business optimisation etc.

For the debate, a positive element was that the panellists discussed many different issues in their introductory statements. In the discussion that followed the introductory notes, environmental pollution was highlighted, and comments were given that the industry has to react faster than what the rules will require. A 50% reduction of CO<sub>2</sub> by 2050 is not enough! The industry will lose passengers if it does not act faster.

Another issue discussed vividly was the need for and the quality of employees. A good employer requires a good environment. Many are worried about



Paul Kyprianou, Grimaldi Group



Janette Bell, P&O Ferries



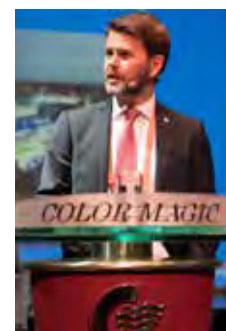
Bernard Dwyer, Spirit of Tasmania



Trond Kleivdal, Color Line



Paul Griffin, Marine Atlantic



Peter Arvidsson, Stena Line



Ingemar Gustavsson, Actemium



Marcus Höglblom, ABB Marine



Ari Huttunen, Foreship

- ▶ the availability of quality employees down the road.

Paul Kyprianou strongly suggested that an age limit for ferries should be established and that this would also be very much in the interest of shipbuilders. That idea did not receive common support as, obviously, the second-hand value of ships is critically important to all shipowners.

## NEW CONCEPTS AND IDEAS FOR THE INDUSTRY

Shore connections for electricity is something that is slowly gaining popularity, particularly in many ports in Northern Europe. Ingemar Gustavsson, Business Unit Manager at Actemium, gave a summary of the company's technical concept and the history of their cases – most of which have concerned

Swedish ports. Actemium offers a turn-key package with its installations, covering the whole system. It has already been introduced in eleven Scandinavian ports, with more to come in e.g. Oslo, Visby, and Antwerpen. There is no doubt that shore connection is the way to go in the future, albeit the development seems to be surprisingly slow. The benefits are obvious: less emissions, less noise etc. The introduction of hybrid and all-electric ships puts further emphasis on the relevance of shore connections.

Marcus Höglblom, Vice President Global Sales at ABB Marine & Ports, and Ari Huttunen, Head of Ferry Design at Foreship, Finland, gave a very detailed technical presentation of a hypothetical ferry concept with capacity for 2,000 passengers and a length of 140m. The emphasis was on different propulsion concepts, pod/shaft line, and related

technical issues like the hull form. In that particular case, the power savings of the pod version over the conventional shaft line was 5.8%. The figure is quite impressive and is certainly confirmed by the market, with the increasing popularity of the pod concept – particularly in medium- and large-size cruise vessels. However, it seems likely that it will also gain popularity in the ferry segment. It should come as no surprise that also ABB is very active in hybrid and all-electric power concepts. Operating in a green mode when entering the port and also whilst being in the port seems to be the future.

## NICHE AND EMERGING MARKETS

This session covered three unique business cases in different areas of Europe. All three are small operators working







Peter Ståhlberg, NCL/ Wasaline



Joakim Lindblom, Sea Lines



Roman Morgenstern, Ukrferry

under very special business conditions – very different from the environment of the large, well-established operators who have decades of history. Worth mentioning is also that these three pre-presentations were highly entertaining, as the speakers explained the history, the operation and the unusual business circumstances in an interestingly sarcastic way.

Peter Ståhlberg, CEO of NCL/Wasaline had a fascinating presentation of the ferry operations in the Gulf of Bothnia between Finland and Sweden (Vaasa-Umeå and some other routes in the same area in earlier years). It is claimed that the Vaasa-Umeå route is the northernmost ro-pax ferry route in the world. It is also a route that is considerably affected by the presence of sea ice every winter. Up until when Finland and Sweden joined the European Union, the traffic on the routes in this particular

geographic area was very active. However, the tax-free status on the routes disappeared when abolished within the EU in mid-1999. As a result, business conditions changed drastically. After that, business in the area was struggling right up until the bankruptcy of the operator on the Vaasa-Umeå route. That's when the towns on both sides of the Gulf took the initiative to re-establish today's Wasaline operation with one ship in service year-round. The development has been positive and a steady growth has been recorded. During tax-free times, the top number of passengers was 1.1 million per year. Currently, the passenger count is only in the range of 200,000 per year. The elimination of tax-free probably affected this route more than any other ferry route in Europe.

Today, the development is very posi-

tive. Already for some time the owners – the two towns – have been working on a project to acquire a dedicated purpose-designed newbuilding for the route. A shipbuilding contract is expected during the autumn of 2018. Like many others, Peter Ståhlberg also emphasised the instrumental importance of the quality of the crew to support the growth of the business.

Sea Lines' operation in the Black Sea was another niche case, presented by Joakim Lindblom, CEO of Sea Lines. The title of the presentation was 'Bridging the Black Sea'. The company has had one ro-pax in service since 2011. Because of political issues and many incidences, the business environment has been very challenging. There has been the Crimean issue, the invasion of Eastern Ukraine, terrorist incidents in Turkey, tension between Turkey and Russia etc. ►



Mohamed Farag, United Marine Egypt, Medhat Badawy and Mohammed Badawy, UME Shipping, Andreas Hammar, Hammarship and Shippax correspondent Eero Mäkinen





Kari Granberg, Viking Line



Roberto Prever, NAOS Ship & Boat Design



Jan Helge Pile, Color Line

- ▶ However, the company is today profitable and is looking to the future with optimism.

A competitor to Sea Lines on the Black Sea market is Ukrferry. The company's story was told by Roman Morgenstern, Marketing and Project Director. Ukrferry has been in the market since 1995. Today, 21 ships from eight companies are serving the area. Ukrferry even tested the market with a cruise ferry some time ago, but that quickly failed. Mr Morgenstern made an interesting comparison between the operations and business environments in the Baltic Sea and in the Black Sea. These two areas are currently very different, but the Baltic Sea services serve as good examples to Ukrferry as they provide a picture of what the operation could potentially develop towards in the years to come. A common denominator for the three presentations was the entrepreneurial attitude and the strong belief in their business concepts. A lot of patience has been required in order to overcome unexpected challenges. In the end, this is something that has led to success. The three cases demonstrated that there is

room for new niche operators – and also showed that through hard work success is not out of reach.

## BUILDING GREEN

Green is a word that currently seems to be in focus for each and every one. The pressure comes from many directions but, interestingly, also more and more from the anticipated expectations of passengers. This is something that can be seen already today, but the trend is also expected to grow in the future.

Kari Granberg, Manager Newbuilding Project & Technical Development at Viking Line, gave an overview of Viking Line's approach to the issues of green. The title of his presentation was 'Red hull – green ship: Viking Line's new-building from Xiamen (China)'. Five years ago, Viking Line took delivery of VIKING GRACE from STX Finland (now Meyer Turku). It was a major milestone in the cruise ferry concept, on many technological fronts. Viking Line now has an even larger ship under construction at Xiamen Shipbuilding in China, to be delivered in 2020. The ship

measures 63,800gt and will run primarily on LNG as is also the case with the VIKING GRACE. Viking has already accumulated 108,000 operating hours of LNG operation with the VIKING GRACE. As a unique speciality, VIKING GRACE is being equipped with a rotor sail in order to improve energy efficiency. The next vessel will have two such units. Viking expects an energy saving of 5% thanks to the rotor sails.

Naval architect Roberto Prever, President and Senior Designer at NAOS Ship & Boat Design discussed extensively the alternative methods to improve energy efficiency and green solutions. This covered batteries, scrubbers, LNG (which, so far, is a very difficult solution in the Mediterranean), methanol etc.

Color Line, the conference's host company, has contracted Ulstein Verft to build a battery-hybrid ferry for the line's route between Sandefjord in Norway to Strömstad in Sweden. The presentation was given by Jan Helge Pile, SVP Marine & Technical Operations at Color Line. The pressure to opt for green solutions came from the requirements of the ports, particularly on the Norwegian



Gjermund Johannessen, Multi Maritime



Eva Kristensen, Ulstein Group



Peik Jansson, Eniram





Kristian Eikeland Holmefjord, Rolls-Royce



Robin Merus, Marioff



Robert Karjel, Keynote speaker

side. The issues are obviously pollution and noise. Based on a couple of presentations at the conference, Norway clearly takes a lead role in environmental friendliness of ferry operations in Europe – actually in the whole world. Color Line selected a battery-hybrid solution for the new ferry which will be named COLOR HYBRID (which is also the ship's project name). In port, and for a certain distance to and from the ports, the ship is expected to run on batteries only.

Multi Maritime is a naval architecture company based in Norway, specifically known for their designs of double-ended ferries for coastal operation in Norway. Such ferries are being built not only in Norway but also in Poland and Turkey. Gjermund Johannessen, Managing Director of Multi Maritime, extensively discussed the green ferry market in Norway. According to the policy of the Norwegian Government, all coastal ferries have to be completely green in a not too distant future. By 2025, all ferries must be zero emission vessels. LNG is not acceptable, as this is not really considered a 'low emission technology'.

As mentioned, Norway clearly takes the lead – currently being the only country in Europe that can afford to take such a radical position.

Eva Kristensen from Ulstein gave a summary of Ulstein's activities in the ferry- and small cruise vessel markets. In addition to being a shipbuilding company, Ulstein also offers design and system packages for ships to be built elsewhere – including China.

### GREEN TECH SOLUTIONS

The Green Tech Solutions session gave an opportunity for five exhibitors to discuss their technological concepts in depth. This idea of combining the presentations with an opportunity to discuss issues of interest more in depth in the exhibition area seems to be welcomed both by the audience and exhibitors. This time the presentations included:

Peik Jansson, Senior Sales Manager at Eniram, covered route optimisation. Kristian Eikeland Holmefjord, Technical Specialist – Product Introduction at Rolls-Royce, discussed digital systems, energy management and optimisation

on board – also presenting COLOR MAGIC as a case study. Robin Merus, Senior Sales Manager at Marioff, emphasised the importance of training when it comes to firefighting. Marioff offers training packages to shipping companies. Carnival Cruise Lines was mentioned as an example of a company for which training is regularly organised for the fleet of 26 vessels Joakim Möller of EONav talked about route optimisation to further reduce the fuel bill. Tomas Michelsson, Offshore & Merchant Business Area President EVAC, extensively covered the all-encompassing cleantech solutions offered by EVAC.

### KEYNOTE: PIRATE HUNTER OFF SOMALIA

As a special keynote Robert Karjel, Swedish Air Force helicopter pilot and pirate hunter, gave a fascinating speech on the international pirate hunting operation off the Somali Coast. He managed the Swedish helicopter operation and had a first-hand experience in the field operation. Mr Karjel's experience of the operation was – fortunately – not ►



Joakim Möller, EONav



Tomas Michelsson, EVAC



Hajo Gerkens, DNV GL



Morten Kristmoen, Propel



Rickard Ternblom, Fjord Line



Andrew Alexander, Ferguson Marine Engineering and James Andersen, Caledonian Maritime Assets

- ▶ very close to the day-to-day operation of ferries, but the presentation gave a very realistic view of the international operation undertaken in the hostile environment. Luckily, the outcome of the exercise has been quite successful.

## SAFETY AND SECURITY UPDATE

Hajo Gerkens, Principal Engineer at DNV GL, provided detailed statistics of deaths and injuries in shipping operations. In his presentation, he mentioned that it has become clear that operation- and management cultures are the keys to fight work related deaths and injuries in shipping. The presentation was an eye opener to many attendees, stressing the importance of the issue.

Morten Kristmoen, Partner at Propel, also addressed the safety culture. He emphasised that in the area of safety, the issues are not only regulations and compliance: culture and management must also be seen as key elements. The three important areas are: preventing failures, managing threats and failures, and, as the most important area, handling crisis situations.

Finally, Captain Jamie Marshall, VP Business Development and Innovation at BC Ferries, discussed the safety issues in his company's operation. As an example of a special feature in his geographic area, the interference with whales and dolphins was mentioned.

## FERRIES FOR THE FUTURE

Altogether five presentations were given, representing very different segments of the industry.

Rickard Ternblom, CEO at Fjord Line, covered the company's high-speed operation between Norway and Denmark. The company's new ferry will be delivered in January 2020. The crossing time is 2 hours and 15 minutes, with six daily one-way crossings offered. The capacity will be 1,200 passengers and 404 vehicles (530 lanemetres). When it comes to certain service elements, shipping is 15 to 20 years lagging behind, Ternblom said. He added that the new high-speed craft will offer an outstanding onboard experience.

Mike Wake, European Sales Manager at Austal, discussed extensively the

long-term development of high-speed ferries. In the future, it is likely that we will see even 130m long catamarans/trimarans with a deadweight of 1,500 tonnes, capacity of 1,500 passengers and 650 lanemetres for cars.

As is well-known, there are only two designers/builders of truly large high-speed and light structure units: Incat and Austal, both from Australia. The friendly competition seems to be fierce. Also, the issue of aluminium versus steel is a reason for a hot debate. To what type and size of ferries is aluminium the most feasible material? The discussion did not lead to any convincing conclusion, though.

James Anderson, Director of Vessels at Caledonian Maritime Assets, explained the investment plan of the company – particularly the details of the two vessels with LNG propulsion that the company has under construction.

The large 42,400gt newbuilding under construction in Germany for Brittany Ferries was described in detail by Frédéric Pouget, the company's Group Maritime Director. Also that vessel will use LNG, taking advantage of a novel



Jamie Marshall, BC Ferries



Mike Wake, Austal



Frédéric Pouget, Brittany Ferries





Håkan Enlund, Rauma Marine Constructions



Luca Martini, Direct Ferries



Mike Corrigan, Interferry

solution with portable LNG tanks.

Håkan Enlund, EVP Sales & Marketing at Rauma Marine Constructions (RMC) gave an overview of the recent history and the present status of his yard, also detailing the characteristics of the ferry that the yard will deliver to Bornholmslinjen/Molslinjen early this summer. RMC was re-established as a shipbuilding company after STX Finland, the previous owner, decided to close the yard a few years back.

## IT SOLUTIONS FOR THE INDUSTRY

Digitalisation, online travel agencies, the effect of new IT solutions to business planning etc. were issues discussed by the team of Global Eagle and Luca Marini, Commercial Director of Direct Ferries. Changes and challenges are on the way.

## NAVIERA ARMAS - NEWBUILDING AND TRASMED TAKEOVER

In Spain, a merger process between the two largest ferry operators, Naviera Armas and Trasmediterranea,

was underway. Actually, the merger would be the result of Armas acquiring Trasmaditerranea. The transaction was still subject to the approval by the competition authorities, but as there was very little overlap between the two companies a smooth approval process was anticipated.

In total, the two companies today cover 57 routes – indicating the significance of the two companies. Jose Rodriguez from the Maritime Consulting Group gave a comprehensive overview of the two operators.

Before closing the conference, Mike Corrigan, CEO of Interferry, provided a briefing on the Interferry operation and informed the audience about the next Interferry conference. This will be held in Mexico this upcoming autumn. Shippax and Interferry are the two leading ferry conferences in the world, complementing their operations in the ferry business segment.

Closing the final session of the conference, Bruce Peter from the Glasgow School of Art gave a philosophical speech under the title Marketing Ferries as an Ethical Form of Transport.

## CLOSING

This year's Shippax Ferry Conference was clearly a success by any measures. A full audience, high quality presentations and panels with a great amount of professional substance, an extensive exhibition and, of course, a lot of time for delegates to exchange views with colleagues and to find new contacts. The satisfaction level was obviously uniquely high. To this should of course also be added the overall positive mood of the industry. The next Shippax Ferry Conference will be held in March 2019. Janek Stalmeister welcomes all delegates on board Tallink Silja's SILJA SERENADE. ■



Bruce Peter, Glasgow School of Art



Andreas Luteberget, Global Eagle



Jose Rodriguez, Maritime Consulting Group on behalf of Armas



Janek Stalmeister, Tallink Grupp, welcomes all delegates to the next year's conference on board SILJA SERENADE





Welcome coffee, sponsored by Stena RoRo



Kjell Ove Hatlem, Norled



Kristian Eikre, Ferd/Fjord Line



Frode Teigen, Fjord Line



Ari Huttunen, Foreship, Massimo Soprano, Spirit of Tasmania and Paul Davies, TT-Line Company



Per Asle Fiskerstrand, Fiskerstrand Verft, Gjermund Johannessen, Multi Maritime and Olav Fiskerstrand, Fiskerstrand Verft



Iraklis Simitsedellis and George Anagnostou, Attica Group



Clas Hedelin, MacGregor



Lars Jacob Engelsen, Norled



Yvonne Ahlendorf, NORD/LB and Tim Kötting, EHRENBURG SØRENSEN Kommunikation



Torbjörn Helmfrid, Clarksons Platou



Anders Höfnell, Lloyd's Register and Mattias Gunnarsson, MacGregor



Mika Rytönen, Mikmek and Cezary Grzywacki, Laurens van Eck from TLC-Boca Systems



Daniel Olsen, Eckerö Group, Martin Andtfolk, We Tech Solutions and Peik Jansson, Eniram



Hideaki Watanabe, Mitsubishi Shipbuilding



Knut Frömning and Wolfgang Schüler, both from Flensburger Schiffbau



Ingemar Andersson, Port of Ystad



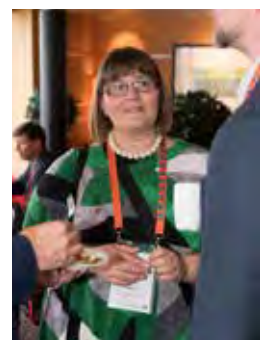
Pierre Mattei, Corsica Ferries, Alvaro Garcia, Hijos de J. Barreras and Cyril Jarret, Parimar Brokers



Harri Sjöblom and Lars-Ove Bäckäng from Elmo Leather



Alan Klanac and John Steen-Mikkelsen, Faergen



Nina Savijoki, Deltamarine





The team of Telenor Maritime, the main sponsor



Erik Midthun, Geir Leirvik, Henrik Lindqvist, Rune Eriksen and Xin Hee



Peter Cortie and Odd Wataker from SRC Group at the Red Bull bar with the sponsor, Paolo Facchetti from Red Bull



Henk Grunstra and Chiel de Leeuw from Damen Shipyards



Marco Pavoncelli, E-dea



Javier Suárez, KNUD E. HANSEN



Petteri Ojamo, LG Electronics



Mario D'Angelo and Marina Moks from Versonix, exhibitor and also the sponsor of the breakfasts



Nils Brovold and Espen Björnes from Philips



Matt Fyvie, SMC Design



Erienne Spehler, Gerflor



Bart Vandedrinck from Victaulic shaking hands with Tomas Michelsson, EVAC



Cinzia Pacor and Luca Lapenna from Arti Grafiche Julia



Martin Christensen, Orskov Yard



Dag Lunde and Matthew Cleverly from Global Eagle



Martin C. Kviteberg and Bente Kviteberg from Adonis



The team of Acternium group, Alan Arent, Olivier Sanquer from Vinci, Ingemar Gustavsson, Bertil Carlberg, Appie Boorsma and Thomas Hoffman





Thomas Högberg, Ehrenborg & Co



Jelle Grijpstra and Wietse Bandstra, C-Job



UES Seating - Sarah Deall, Alex Morcos and Tanya Baluk



Göran Österdahl and Patrik Silfer from Wärtsilä



Jörgen Sörensen and Vagner K. Jensen from Norisol



Arno Ahrens Boehm, Steripower



Dennis Niklasson, Gordion



Heikki Suutari, Robert Hilden Marioff and John Hemgård, United Technologies



John Bertell and Anders Rundberg, Carus



Hydro representatives Chris Moyle and Svein Erik Brenna



Alexandra Rolland Andersson, Scanmarine



The Hogia team - Niclas Blomström, Jennie Hinz, Maria Åkersten and Meri Rigby together with Jamie Marshall, BC Ferries



Lars Koehler and Frank Wraage from SKF Marine



Konstantinos Papakonstantinou, Sofia-Maria Papoutsis and Panagiotis Chronopoulos, APT Information Systems



Thomas Hackman, ABB Marine



Jakob Tolsgaard and Sofus Gedde-Dahl, Cavotec Moor Master



David Xuereb, Brent Horwitz, Kerry Pettitt and Gudmund Holte



The team of Baze Technology, Alexis Daniel Arnaud René, Thorstein Rinker, Karoline Aafos, Ole Martin Sletten, Petter Robertsen and Joseph Williamson



Georg Fischer Piping Systems' Staffan Magnusson and Roberto Chiesa



Gencay Ok and Fahri Arisoy, Sedef Shipbuilding





Ulf Hårderup and Robert Hahmann, Acorlink



Sergey Kotenev, St. Peter Line/Moby and Oscar Anchér, Simsonship shipbrokers



Donald Barnes, Marine Atlantic



Stephen Weaver, P&O Ferries



Time for lunch sponsored by Actemium



Jukka Nikula and Jannik Svahnström, Paf Casino, the sponsor of a night cap



Jan-Erik Norli, Telenor Maritime and Marianne Gade Görbitz, Color Line



Mats Olsson and John Lillvall, TTS Marine



Julie Philpott, Calmac Ferries, David McGibbon, David MacBrayne, Stephen Francis, Blumarine, Derek Rae, PDMS



Mikko Törne and Andreas Ullrich, Bureau Veritas



Margaret Hepburn, Hepburn Bio Care



Pierre Mattei, Corsica Ferries



Catherine Querne, Brittany Ferries



Anders Örgaard, OSK-Ship Tech and John Garner, P&O Ferries



Per Westling, Stena RoRo



Fotis Poulides, Barry Rogliano Salles and Giuseppe Falsetti, Banchero Costa



Kjetil Andre Röed, Oslo Shipbrokers

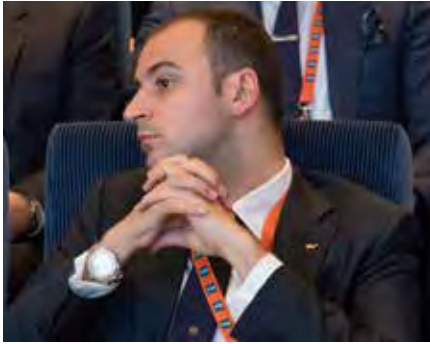


Carlo Kahya, Banchero Costa



Angelika Nieder, Macholl & Specht





Alessandro Onorato, ONORATO ARMATORI



Johan Eklund, Sea Lines



Dan Mikkola, Eva Mikkola-Karlström, Godby Shipping and Erik Klöve, Barry Rogliano Salles



Arkadiusz Skierkowski, Pawel Wojdalski, Krzysztof Urbas, Unity Line



Daniel Berrebi, Baja Ferries



Bruno Jourdan-Barry, Barry Rogliano Salles



Pierre-Antoine Villanova and Alain Mistre from Corsica Linea, Paul Kyprianou, Grimaldi Group



Shippax Awards ceremony



Cheers to the winners



Hiroyuki Ohira, Mitsubishi Shipbuilding



Joonas Heinonen, Dsign Vertti Kivi, Sami Kouvonen, Meyer Turku, Andres Hunt and Janek Stalmeister, Tallink Grupp and Samuli Hintikka, Dsign Vertti Kivi



Ryoichi Takei, Mitsubishi Shipbuilding



Giorgio Arena, Fincantieri



The winners of the Shippax Awards





Lars Hallengren, Brax Shipping



Ruben Wansink, Sti Marine, Richard Nilsson, Figura Arkitekter



Robin Tomren, Color Line and Esa Takkinen, Napa



Jan Schubert, Nauticor, Kristin Wilhelmsen, DNV GL and Andrea Piccione, Volvo Penta



Matteo Catani, GNV, surrounded by Wärtsilä people, Giammario Meloni, Vesa Marttinen and Andrzej Buczkowski



Henrik Tidblad, DFDS



Mason Shipbrokers, James R.G. (left) and James Mason (right) and in the middle stand Bernard Dwyer and Massimo Soprano, both Spirit of Tasmania



Naviera Armas, Juan Pablo Marrero



Naviera Armas, Ruben Navas and Jose Rodrigues, Carus



Peter Frankel, Marine Learning Systems and Dan Bridgett, P&O Ferries



Pino Spadafora, Rina, sponsor of the pre-dinner drink



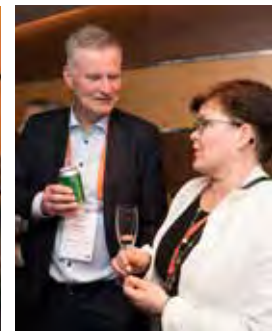
Morten Haure-Petersen, Scandlines and Jens Vind Jensen, Jensen & Partners



Aldo Frullo, Unitramp, Benjamin John Marland and Simon Smith, Austal



Olav Lindqvist and Arnt-Ove Skoge from Eltorque



Fridtjof Erichsen, Norwegian Electric System and Tina Åkerlund, Thunship



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



Birger Erstadt and Klaasjan Lautenbach, Saint-Gobain Marine



Morten Leknes, Glamox



Callenberg Technology, Per-Erik Larsson



Christer Johansson, Godby Shipping, Ulf Hagström, Viking Line, Johan Mattsson and Tomas Lindqvist from Qtagg R&D

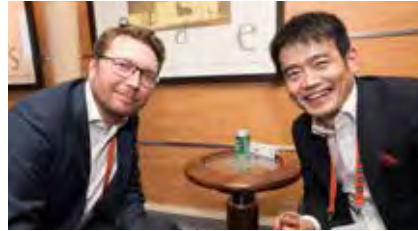




Kristian Vidfar, North Sea Offshore and Torbjörn Johnsson, Telenor Satellite Communications



Johan Röstin, HH Ferries, Marcus Höglom, ABB Marine, the sponsor of the happy hour and Jens-Ole Hansen, HH Ferries



Daniel Garden, Saint-Gobain and Bruce Xu, North Sea Offshore



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



Fabio Mazza, Tom Ruelens and Vincenzo Sassanelli – all from Eaton



Marek Miecznikowski and Bartłomiej Mazuruk from Polish Baltic Shipping and José Manuel Lechiguero Lahiguera, Milano Teleport



Welcome Drink sponsored by Brax Shipping



Mark MacDonald, Northumberland/Bay Ferries, Justin Turner and Matt Hannfaord, both from Hannaford Turner, and Shari Corrigan, Interferry



Danny Caffa, Hasytec Electronics and Tom Kockeler, Fibersol



Johan van Stee, Redwise and Jane Jenkins, Lloyd's Register



Anders Larsson and Rami Savolahti from Loipart



Gavin Menzies and John Shock, Caterpillar



John Bertell, Carus, Victor Mandersson, Shippax, Joakim Dahlberg, Brax Shipping and Anders Borg



Oceanic à la carte, dinner sponsored by Telenor Maritime



Rolls-Royce Marine, Finn Arne Rognstad and Ferd AS, Håkon Kristiansen



Geir Ranneberg Nilsen, OSM Group



Stefan Axberg, Navicon and Ann-Sofie Forss, Stena RoRo



Thierry Passolunghi, Aferry, Robin Mérus, Marioff and Paolo Parente, E-dea, in the background Robert Clifford, Incat, Matteo Della Valle, GNV and Henrik Lindqvist, Telenor Maritime





Robert Hildén, Marioff, Anne Lüdtké, FRS and Björn Boström from Port of Ystad



Appie Boorsma, Actemium, Wilco van der Linden, Wärtsilä, Corinne Storey, BC Ferries, Daniel Berrebi, Baja Ferries, Alain Mistre, Corsica Linea, Paul Kyprianou Grimaldi Group and Paul Griffin, Marine Atlantic



Speakers Gift, sponsored by Forth crs. Katia Cok, Forth crs, and Nikos Karamoutas, Aluminox and Eleni Kolokythia, Forth crs



Cecilia Kinnison, Kinnison Design and Iina Forsblom and Bente Medelbye Hansen



David McGibbon, David Mac Brayne, Jerry Lindskog, Consilium Marine and Clare Shanahan, KfW IPEX Bank



Eva Donalds, Cairby



Johanna Långskog, NCL/Wasaline, Johan Röstin, HH Ferries and Josefine Ägren, Brax Shipping



Harri Suistio, Rauma Marine Constructions, David Wendel, DNV GL, Magnus Ehrenberg, EHRENBORG SØRENSEN Kommunikation and Peter Ståhlberg, NCL Wasaline



Jaak Kaabel, TS Laevad



Mike Grainger, Liferaft and Maggie Long, Mason Shipbrokers



John Kollander, Stena RoRo Asia and Dan Mikkola, Godby Shipping



Ali Tuskan, Cenik Denizcilik Ve Liman Hizmetleri, Allan Sonne Sørensen, EHRENBORG SØRENSEN Kommunikation, Stanislav Naumov, Sovfracht



Dag Christoffersen, VShips Norway



TT-Line GmbH, Hanns Heinrich Conzen



Port of Rostock, Uwe Baessger and Alan Arent, Actemium



Anders Angel Olsen, Color Line and Offir Karni, Assa Abloy



Mira and Kalle Sandelin, Sance Ltd



Ronald Krantz and Robert Magnusson, Gislaved Folie



Jonas Teir, NCL/Wasaline





Lunch in Grand Buffet, sponsored by ONORATO ARMATORI



Torgrny Nilsson, Port of Trelleborg



Dariusz Czajkowski, Unity Line



Happy smiles!



Mattias Hansson, Caterpillar and Sven Åsberg, Oresund Drydocks



Happy hour sponsored by Wärtsilä. Wilco van der Linden, Wärtsilä and Jan-Olof Grönhult, DNV GL



Dinner at Oceanic, sponsored by Color Line



Björn Blomqvist, Eckerö Group and Ralph Axelsson, Nordic HSC and Bo-Gustav Donning, Eckerö Group



Jörgen Warsell and Thomas Högberg, Ehrenborg, Christopher Thomassen and Patrik Almqvist, Stena Line Scandinavia



Cheers from all of us to all of you!



Krisztina Horvath, Ferd Capital, Kristian Eikre, Ferd/Fjord Line and Frode Teigen, Fjord Line



Morten Larsen, Peter Frölich and Rickard Ternblom – all Fjord Line



The team of Color Line and the sponsor of the farewell dinner



The Shippax team: George Giannakis, photographer, Frederik Erdmann, co-moderator, Elizabeth, Victor, Philippe, Charlotte and Göran. Thank you all for making this conference a success!

**Thank you for this conference!**  
**See you next year!**

Last but not least, we would like to extend our sincere thanks to the sponsors of the event, including:

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