

The logo features a stylized flag with four colored quadrants: blue (top-left), red (top-right), green (bottom-left), and yellow (bottom-right).

# Ferry Shipping Conference 15

*OnBoard*

**NEW OPTIMISM AND  
POSITIVE OUTLOOK**



# CAUTIOUS OPTIMISM AS ECONOMY PICKS UP

TEXT: PHILIPPE HOLTHOF

PHOTOS: SHIPPAX AND JOHN CRUMMIE

After all the years of doom and gloom, the two-deck conference centre-cum-show bar on board P&O Ferries' PRIDE OF ROTTERDAM was filled with positive vibes during the Ferry Shipping Conference, which was held between 21 and 23 April. Although ferry operators were still worried about the regulatory burden, sulphur no longer dictated the agenda of this year's conference. Clearly, there was light at the end of the tunnel and with the current low bunker prices and interest rates, some operators talked loudly about new investments.

The grand North Sea cruise-ferry PRIDE OF ROTTERDAM had been selected to host the 13<sup>th</sup> Ferry Shipping Conference, a joint Shippax-BOLT Consulting arrangement. Attended by over 320 delegates, including top representatives of some 35 ferry and ro-ro operators, the two-day event offered a good balance of conferencing and networking – with plentiful opportunities to visit the 27 exhibitor stands.

After the conference had officially been declared open by Janette Bell, P&O Ferries' Commercial Director, Bo-Lennart Thorbjörnsson of BOLT Consulting started off with his analysis of the industry. Reflecting on the year that had passed since the previous conference, he noted that many operators had reported good results for 2014. "But the situation

in the Mediterranean, especially in the Adriatic, is still challenging," he commented, "although both the Attica Group and Grimaldi Group subsidiary Minoan Lines reported black figures for 2014." On the Channel, the battle continues as before, albeit with improved results.

The newbuilding market for ferries remains weak but Mr Thorbjörnsson believes that the climate is improving. "Tallink has ordered a new LNG powered shuttle ferry for its thriving Helsinki-Tallinn service," he said, "and others, such as Viking Line and DFDS Seaways, may follow suit." But following a further shipyard consolidation and a cruise ship ordering spree, newbuilding slots for ferries may be sparse, possibly resulting in orders outside Europe. Helped by the low bunker prices, the SECA ferry



operators seem to have digested the 0.1 sulphur emission cap quite well so far and there is a mixed bag of different technical solutions to comply with the requirement. "But what is the long term solution?," Bo-Lennart Thorbjörnsson wondered. "Despite better growth figures on the short Channel routes than on the North Sea, the doom modal backshift scenario didn't materialize on a grand scale," he added. "What's more, SECA didn't bring about another round of consolidation. Possibly this has been kept on hold due to the current low bunker prices and interest rates."

The passenger and freight markets have grown in 2014 and, according to Mr Thorbjörnsson, the strong travel market in Northern Europe will generate further growth in traffic. "There are

Janette Bell, P&O Ferries and Bo-Lennart Thorbjörnsson, BOLT Consulting, officially opens the 13th Ferry Shipping conference.



Carus presentation by Anders Rundberg, CEO of Carus.



"If something happens on our ships, it will be out on the social media long before the traditional media will report it," says Peter Gellert Pedersen DFDS Group.



Annika Hult, Stena Line, was critical about the regulatory burden the industry was facing.







*"There is still a problem of overcapacity on certain routes," said Guido Grimaldi.*



*"It is worrisome that newbuilding prices have gone up much faster than the overall results of the companies," said Janek Stalmeister, Tallink Grupp.*

many good reasons to be optimistic," he concluded.

### HOW THE EXECUTIVES LOOK AT THE INDUSTRY

The panel debate between ferry executives is usually one of the key highlights of the conference, this year being no exception to the rule. No less than five keynote panellists from the major European ferry operators gave their views on the challenges and opportunities faced by the industry. Peder Gellert Pedersen, DFDS Group's Executive Vice President, saw three challenges: sales channels, digitalization and capacity. "Social media has long bypassed us," Mr Gellert

Pedersen said. "If something happens on our ships, it will be out there long before traditional media will report on it. Be prepared to spend a certain percentage of your annual gross turnover on digitalization." Ferry companies should also adapt to the new sales channels like the "Booking.com's" and "Trivago's" of this world. With hardly any new ships being introduced or under construction, he also foresaw a capacity shortage. "If we continue to sit still and do nothing, we could be facing problems and lose volumes to the road."

Annika Hult of Stena Line deputized for the company's COO, Niclas Mårtensson. Mrs Hult succeeded Pim

de Lange as North Sea Route Manager and proved to be an excellent advocate of the industry. She was critical about the regulatory burden the industry was facing, mentioning, amongst others, the BWM Convention and NOx emissions. She asked regulators to be very careful with implementing industry wide regulations based on isolated incidents, such as a fire. Although not referring to any specific recent disaster, she made it clear that companies that follow the rules shouldn't be punished for the irresponsible behaviour of companies that were sometimes reluctant to follow the rules.

Mrs Hult admitted that the intro-



*Panel debate with some of Europe's ferry Top executives.*



*Per Westling, Stena RoRo said: "We firmly believe in our methanol solution."*



*Matteo Catani, Grandi Navi Veloci said: "Migration is changing the world."*



*Giorgio Arena, Fincantieri wondering if shipyards in Europe will still be alive and kicking in order to build the next ferry generation.*

duction of the 0.1 percent sulphur cap on 1 January didn't bring about the expected modal backshift. "Even so, the 0.1 percent SECA challenge was one of the biggest since the abolition of duty free sales in 1999," she made clear. "But it all happened to coincide with oil prices hitting a low level. The spread, however, is still the same and our bunker costs have gone up. We haven't seen the big shift but, having said that, the situation is still volatile and it's way too early to draw conclusions." Clearly voicing the concerns of the Gothenburg HQ, Mrs Hult called for a stronger ferry lobby. "The cruise industry has twenty or so lobbyists in Brussels, we have only one."

The Grimaldi Group of Naples was one of the driving forces behind the setting up of Interferry in Brussels following the 2011 Ferry Shipping Conference on board the company's CRUISE BARCELONA. Guido Grimaldi, the eldest son of Emanuele Grimaldi and one of the company's rising stars, explained how his company was tackling the challenges. A total amount of EUR 70 million has been spent to install scrub-

bers on 15 ships in the Finnlines fleet. In order to improve fuel efficiency, and hence the ecological footprint, several ships have been re-bladed. Furthermore, silicon paint has been applied on the hulls of 24 vessels. Guido Grimaldi expected that 2015 would be another excellent year for the company. However, he was extremely critical about those operators that tried to compete with ageing, non-adapted tonnage. "There is still a problem of overcapacity on certain routes," he said, "not least in the Adriatic Sea." "This year alone sees the start of three new Italy-Greece services with obsolete ships. Other attempts to set up new ferry lines like e.g. GoInSardinia ended in complete failure. We should get rid of these pirates." He then underlined that the strength of the Group lied in the large network and the more than 20 terminals they controlled. "At the end of the day, it's all about leadership and we believe in the commercial power of a one stop shop: people and goods can travel all over Europe with us from north to south and east to west."

Having joined P&O Ferries in April

2012 with a non-shipping background, Janette Bell painted a fresh and unbiased picture of the industry. According to Mrs Bell, the five keywords that set the industry's strategic agenda were: safety, growth, innovation, customer service and legislation.

"Safety is the bedrock of our industry," she stressed and, "a safe ship is a happy ship." Innovation, however, shouldn't be underestimated either. "If you don't innovate, you'll die. In addition to that, we should also be on our toes for the complexity and multi layers of legislation," she declared, adding: "how do we manage the cost of legislative complexity?"

Janek Stalmeister, who succeeded Enn Pant at the helm of the AS Tallink Grupp at the turn of the year, talked about travel trends and digitalization. "The travel and tourism industry is on the up," he said. "Ferries could benefit from this trend, but with car sharing gaining importance, it is not clear yet whether we will need all these huge car decks on our next generation of ferries." On the subject of digitalization, Mr Stal-

*"The advantage of roro," said Roman Poersch from Wilhelm Borchert, "is its A-to-B-solution."*



*Ronald Paul, Port of Rotterdam, explained the importance of short-sea ro-ro for Europe's premier port.*



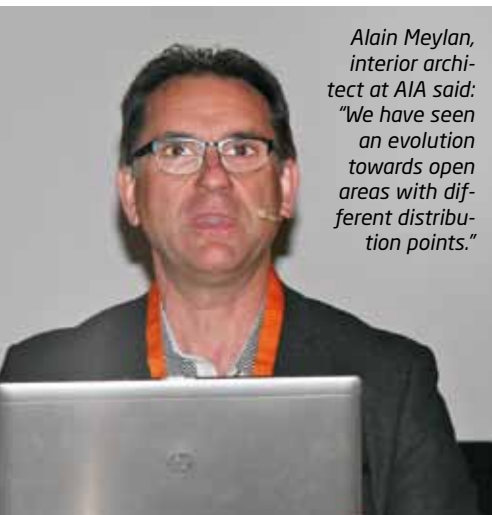
*Alan Klanac, Jadrolinija, talked about the challenges of operating a domestic route network.*



*Victor Velton, Versonix, explained how ferry operators could improve passenger revenue.*



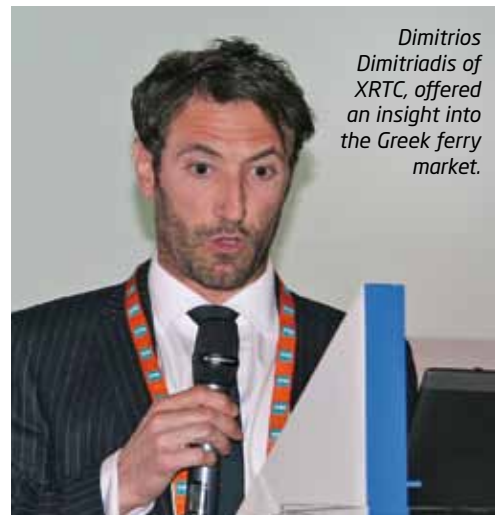




*Alain Meylan, interior architect at AIA said: "We have seen an evolution towards open areas with different distribution points."*



*Jens Rohleder KfW IPEX bank: "The situation looks better today than in April last year."*



*Dimitrios Dimitriadis of XRTC, offered an insight into the Greek ferry market.*

meister was convinced that there were possibilities to further increase onboard spending. However, having just ordered a new super ferry for the Helsinki-Tallinn route, he seemed to be concerned about the cost of building a new ship. "It is worrisome that newbuilding prices have gone up much faster than the overall results of the companies."

Despite some concerns expressed by Europe's ferry executives, the general sentiment was absolutely not as pessimistic as it has sometimes been in the history of the conference. When asked whether new orders were being contemplated, the answer was no longer a firm "no", but rather a hesitant "yes".

### CRYSTAL BALL

Hailed as the BOLT Ferry Think Tank, a multidisciplinary panel looked into the proverbial crystal ball in order to give their views on where the industry will stand come 2025.

Although having just entered the methanol era following an extensive retrofit of STENA GERMANICA, Per Westling, Stena RoRo's Managing Director, said that the Swedish Group kept all propulsion options open. "We firmly believe in our methanol solution," he affirmed, "but we are also examining LNG and electrically powered ferries." Stena also follows the different air lubrication systems with great interest. "We have been looking at it and the different types," Mr Westling commented. "Riding on a carpet of drag-reducing micro-bubbles is really interesting and I would be surprised if we wouldn't see a further development of it."

Although also touching upon energy efficiency measures, LNG propulsion and broadband Wi-Fi connection, Matteo Catani, Grandi Navi Veloci's Commercial Director, looked at the future

from a totally different perspective. "Migration is changing the world," he told the delegates. "Migration as well as trade within and between developing countries will increase dramatically. The obsolete existing fleet could therefore be relocated to emerging markets." He also expected that the Baltic would keep the leading edge of innovation.

The word FERRIES was used as an acronym by Giorgio Arena of Fincantieri. It stood for the following keywords: Fuel, Environment, Reliability, Rules, Innovation, Economy and Shipyards. He wondered if shipyards in Europe will still be alive and kicking in order to build the next ferry generations by 2025.

Seen through the eyes of the interior architect, Alain Meylan of French AIA, forecast that the ferries of tomorrow will boast more open plan spaces that offer a greater flexibility. "We have seen an evolution towards open areas with different distribution points," he explained. "Since there will be a new

approach towards eating and shopping, the open area will consist of multipurpose corners. Maybe we will no longer need large shops as passengers will shop virtually and pick up their goods from a distribution point on board," he added, herewith underlining the importance of Wi-Fi and connectivity. "People want to stay connected all the time and are reporting via social media in real time." As to the decoration, minimalistic will be the name of the game. "We also have to protect the nature, which will be reflected in the interior design with an abundance of green materials that will be used throughout."

During the Q&A session, Anders Ørgård Hansen of OSK-ShipTech A/S wondered why none of the panellists had talked about 3D-printing. "This will be a total game changer," he predicted. "It will also change the whole logistics chain and we will no longer import certain materials since we will print them. This will also affect ferry operators."



*Joachim Rønnevik and Edvard Thonstad of the Norwegian Public Roads Administration talked about the new generation of domestic zero and low emission ferries.*



*"All the advantages of travelling by ferry are highlighted during the Ferry Fortnight," said Bill Gibbons of Discover Ferries.*



*Robin Mérus of Marioff Corporation talked about one of the worst things that can happen on board: fire.*



*Rolls-Royce Marine's Finn Arne Rognstad emphasized the benefits of the company's Permanent Magnet Tunnel Thruster (PMMT).*



*Lars-Fredrik Forberg, Concept Manager at Glamox in Oslo, talked about the future of ship lighting.*



*Mobile and Internet services at sea have moved from "nice to have" to "need to have"; said Jan Erik Norli MCP.*



*Bruno Bouckaert introduced the Hull Vane, a fixed foil that reduces the fuel consumption by optimising the flow around the vessel's aft body.*



*Tage Klockars of Wärtsilä talked about using digitalization and connectivity.*



*ABB Marine's Matti Nuuttila presented the company's latest gearless thruster.*

## INDUSTRY AND ECONOMIC TRENDS

One of the sessions focussed on industry and economic trends. It mainly dealt with financing and the state of the Greek ferry market. KfW IPEX-Bank's Jens Rohleder put it very clearly: "the situation looks better today than in April last year and the perspectives for 2015-16 are quite good – even for Greece." "Economies are more stable, which is good news for the ferry business," he continued. "The record low interest rates, together with the low oil prices and the depreciation of the Euro, are also positive for the Euro zone countries." KfW IPEX-Bank mainly seeks financings of sustainable investments, including green investments. The German government-controlled bank co-financed DFDS Seaways' scrubber installations and Mr Rohleder believed that it would be false economy not to invest in green technologies because of the current lower oil prices. "A wait and see attitude could be a short term solu-

tion, but in the end prices will probably soar again."

Dimitrios Dimitriadis of XRTC Business Consultants offered an insight into the Greek ferry market, covering both the domestic and Adriatic trades. Not surprisingly, Greek ferry operators are facing challenging times. This has been the situation for the past five years, as demand is weak and competition remains hard. All main routes are still in place but, particularly in the Adriatic, competition is fierce. "Attica Group and Minoan Lines are the winners of 2014," Mr Dimitriadis explained. "Passenger numbers have only marginally increased, the biggest increase in the domestic trade being achieved by the Attica Group, whereas Minoan Lines won in the Adriatic. It's the same picture for the freight traffic, where Minoan Lines has further increased its share in the Adriatic. In the passenger car market, however, it was the Attica Group that saw the biggest increase in both the

domestic and Adriatic trade."

The Greek ferry fleet is one of the youngest in the whole of Europe, but it is expected to decrease in absolute numbers. Except for troubled NEL Lines, the total EBITDA performance was positive for the first time in five years. "Although the number of tourists visiting Greece is on the rise, Greek ferries haven't benefited from it," Mr Dimitriadis noted.

## CONTAINER FEEDER VERSUS RO-RO

Roman Poersch, Managing Director of Wilhelm Borchert, elaborated on how ro-ro trailer transport can compete with container feeders. He gave the example of the Baltic Sea Region where the container lo-lo volumes largely exceeded the number of ro-ro units in 2013, mainly because the Russian market was one of the key drivers. "The advantage of ro-ro," Mr Poersch said, "is its A-to-B-solution." Three examples of lo-lo versus ro-ro transports (from Eindhoven to Moscow, Mannheim to

Tampere and Milan to Jönköping) illustrated that the ro-ro solution was by far much faster. "Although the competition between lo-lo and ro-ro is limited, it is increasing," Mr Poersch concluded.

People usually don't associate the port of Rotterdam with ro-ro, but Ronald Paul, the port's Senior Executive Vice President and COO, explained the importance of short-sea ro-ro for Europe's premier port. No fewer than three major ro-ro ferry companies operate from the port, serving the UK and Portugal. The growth of the British economy has gone hand in hand with the growth of the ro-ro ferry services out of Rotterdam, the port recording a 20 million tonnes ro-ro throughput in 2014.

## HERITAGE AND INNOVATION

Dr. Alan Klanac, President and CEO of Jadrolinija - the Croatian government-controlled ferry operator - talked about the challenges of operating a domestic route network. With a fleet of 50 ships, Jadrolinija is a major force in Croatian coastal waters. In addition to 34 domestic lines, the company controls three international services to Italy. Over 10 million passengers, together with 2.5 million vehicles, are carried annually. Up to 600 sailings per day are offered in the peak season. The combined fleet of three international ferries, 35 domestic ferries plus eight catamarans and four passenger-only ships, has an average age of 26 years. However, a fleet rejuvenation is ongoing: last year alone, four new ships were built for local lines. 18 new ships, of which 12 newbuildings, were introduced during the last decade. Mr Klanac believed that commercialization and digitalization were the way ahead, the company recently having introduced prepaid cards.

Joachim Rønnevik and Edvard Thonstad of the Norwegian Public Roads Administration talked about the new generation of domestic zero and low emission ferries. The Norwegian domestic ferry market counts 130 different ferry routes, which are being served by 200 ferries. The routes, operated by private companies, carry 20 million vehicles per annum and generate an annual turnover of EUR 550 million, with 50 percent of the operating subsidies coming from the government. The Norwegians have been at the forefront of LNG propulsion and already back in 2000, GLUTRA, the world's first LNG fuelled ferry, was introduced. Today there are 19 LNG ferries, but this will

grow to 57. The Norwegian government has been requested by the Parliament to ensure that requirements for zero emission and low emission technology are included in all future tenders for public ferries, when the technology allows for it. Another example of this new thinking is embodied in AMPERE, a 100 per cent battery powered shuttle ferry that took up service across the Sognefjord earlier this year.

## IMPROVING PASSENGER REVENUE

Victor Velton of Versonix Seaware - an innovative rule-based reservation system - explained how ferry operators could improve passenger revenue by looking at the cruise industry. "Ferry operators are fighting with each other to attract passengers," he argued, "but they forget to target the traditional cruise customer." He called upon ferry operators to treat their cruise passengers just like the cruise lines treat them. This could include premier dining, special check-in desks and in-cabin delivery of luggage. Mr Velton also underlined the importance of proper marketing and distribution on the Internet. "You should analyse how a search engine replies to your business. A travel portal like Expedia is one of the mass travel distribution channels, but ferries are not there."

In the UK, Discover Ferries has been set up as a promotional campaign to increase the awareness and profile of travel by ferry to the continent, Ireland and around the UK. It is supported by 13 ferry operators and associate members such as Carus, Hogia and the Port of Dover, etc. In 2014, ferries serving UK ports carried 39 million passengers, 8.5 million cars and nearly 163,000 coaches. Although this represented a marginal growth, the market has shrunk dramatically over the last twenty years. This is mainly attributed to the opening of the Channel tunnel, the abolition of duty free sales and the advent of low cost airlines. "Especially the fixed link and the low cost airlines have eroded the UK-continent passenger market," said Bill Gibbons of Discover Ferries. "The number of passengers travelling by ferry between the UK and the continent has decreased by 45 percent in the 1994-2014 period. Remarkably, ferries still take the lion's share of people travelling between the UK and France with a 33 per cent market share." Discover Ferries also launched the National Ferry Fortnights aimed at raising the profile of ferry travel. All the advantages of travel-

ling by ferry are highlighted during the Ferry Fortnight and Bill Gibbons called to export the model to the continent, primarily targeting the German and Scandinavian markets.

## POSSIBLE SOLUTIONS FOR THE INDUSTRY

During the two-day conference, a series of speed speeches dealt with a wide array of possible technical solutions for the industry.

Robin Mérus of Marioff Corporation talked about one of the worst things that can happen on board: fire. The company's Hi-Fog system is a very fine mist spray created by high pressure when released through special micro nozzles. It is regarded as an efficient fire suppression system.

Rolls-Royce Marine's Finn Arne Rognstad emphasized the benefits of the company's Permanent Magnet Tunnel Thruster (PMMT). In addition to its simple and flexible installation, the PMMT is highly efficient, saves space in the thruster room and needs less oil volumes in the thruster, reducing the risk of oil spills.

Lars-Fredrik Forberg, Concept Manager at Glamox in Oslo, talked about the future of ship lighting and why LEDs are revolutionizing the lighting industry in terms of efficiency, design and performance.

Mobile and Internet services at sea have moved from "nice to have" to "need to have" and are culminating in what MCP's (Maritime Communications Partner) Jan Erik Norli described as the "smart ship". The "smart ship" will drive revenue growth and with the focus on the end user experience, MCP is speeding up the process towards 4G/Wi-Fi. Mr Norli, however, urged ferry operators to start selling Quality of Service (QoS) Wi-Fi.

Despite lower fuel prices, the reduction of fuel consumption remains high on the agenda for most ferry operators. Several solutions to reduce consumption were discussed during one of the speed speech sessions.

Bruno Bouckaert introduced the Hull Vane, a fixed foil that reduces the fuel consumption by optimising the flow around the vessel's aft body. Mounted below the stern of a ship, the Hull Vane is particularly effective on ships that sail relatively fast with Froude numbers between 0.2 and 0.7, making ferries a likely candidate for the installation of it. Using CFD, the Dutch company studied the





*The successful installation of the first rotor sail on board Bore's ESTRADEN was highlighted by Tuomas Riski, CEO of Norsepower.*



*Johanna Nieminen of Ixonos, took the opportunity to shed light on how Ixonos approaches digitalization.*



*Jonny Alexandersson of Callenberg Technology Group unveiled how it is possible to use less fuel.*



*ReVolt is an unmanned zero emission and fully battery powered sea-going vessel developed by DNV.GL presented by Hans Eivind Siewers, DNV.GL.*



*Edwin Pang of KNUD E. HANSEN underlined the advantages of converting tonnage.*



*Job Volwater of C-Job Naval Architects - the Dutch naval architects of TESO's new TEXELSTROOM.*

effect of the Hull Vane on P&O Ferries' NORBANK, resulting in fuel savings of six per cent at 20 knots.

Tage Klockars of Wärtsilä talked about using digitalization and connectivity to deliver performance improvements in finance, reliability and efficiency.

ABB Marine's Matti Nuuttila presented the company's latest gearless thruster: the Azipod D. According to Mr Nuuttila, this compact Azipod offers the best-in-class maintainability and efficiency with an eight per cent efficiency increase from previous generations.

The successful installation of the first rotor sail on board Bore's ESTRADEN was highlighted by Tuomas Riski, CEO of Norsepower. The rotor is nothing new, but Norsepower has modernized the technology entirely by introducing high-tech materials and automated operation. For typical ferry configurations, fuel savings and emissions reduction potential are up to ten per cent.

Johanna Nieminen of Ixonos, a creative technology company that dreams, designs and delivers powerful user experiences and sustainable solutions

based on internet, cloud and mobile technologies, took the opportunity to shed light on how Ixonos approaches digitalization.

Jonny Alexandersson of Callenberg Technology Group unveiled how it is possible to use less fuel, lower emissions and earn more money through energy management technology.

### NEW CONCEPTS AND PROJECTS

The last session dealt with new ship concepts and technical projects. ReVolt is an unmanned zero emission and fully battery powered seagoing vessel developed by DNV.GL. With this innovative new ship concept, DNV.GL aims to provoke discussions regarding new logistics chains, extreme energy efficiency and autonomous operation within the short sea shipping segment. An in-depth presentation of this 1,300 dwt, 100 TEU ship and its different design features was given by Hans Eivind Siewers, DNV.GL's Segment Director Passenger Ships & RoRo.

Edwin Pang of KNUD E. HANSEN underlined the advantages of converting tonnage, which is a cheaper and quicker solution than building anew.

Last but not least, Job Volwater of C-Job Naval Architects - the Dutch naval architects of TESO's new TEXELSTROOM - called for the use of an independent naval architecture office when planning a newbuilding.

After words of farewell and thanks to P&O Ferries for the excellent service, Ats Joorits invited all delegates to the 2016 edition of the Ferry Shipping Conference to be held on board SILJA SYMPHONY between 13 and 15 April.

Rendez-vous in Stockholm on 13 April! ■



*Ats Joorits, Tallink Silja, invited all delegates to the 2016 edition of the Ferry Shipping Conference to be held on board SILJA SYMPHONY between 13 and 15 April.*





Welcome Coffee in the exhibition area, sponsored by Stena Roro. Ann-Sofie Forss, Stena RoRo, having some coffee and a piece of cake.



Michael Howie and Jakob Toolsgard, Cavotec.



Morten Leknes, Glamox.

Gary Umpleby and Niclas Blomström Hogia Ferry Systems and Mika Rytönen, Mikmek in the middle.



Kasper Uithof and Bruno Bouckaert, Hull Vane.



Aluship, Goetz Linzenmeier.



Marcus Höglom, ABB Marine.



DML Marines exhibition area, Alistair Thomson.



PDMS, David Stickland and Derek Rae.



Ixonos, Andrew Knight.



Alexander Levchenko and Sergey Kotenev, St Peter Line, Steve Thurlow Incat in the middle.



Rickard Ternblom, Fjord Line.





Lunch time.



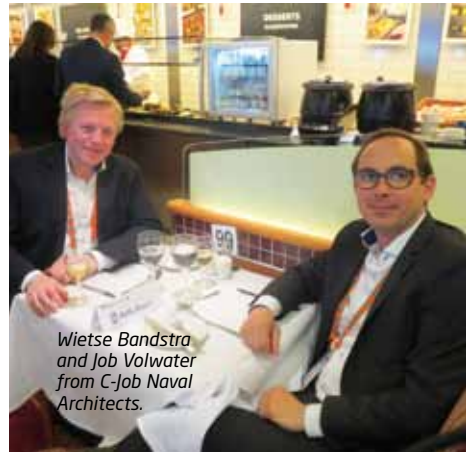
Sverre Ökern and Anne Cecilie Thidemansen from International Corporate Art.



Greig Hilton and Jonathan Steel from Píksel.



NCL Ferry / WASALINE  
Mikael West and Peter Ståhlberg.



Wietse Bandstra and Job Volwater from C-Job Naval Architects.



The whole gang from Processkontroll.



Dimitris Vagianos, Play Seas having lunch with shipping colleagues.



Eva Mikkola, Jörgen Petterson, BSPC and Dan Mikkola, Godby Shipping.



Hans Heinrich Conzen and Bernhard Johannes Termühlen from TT Line having lunch with John Garner P&O and Nils Galatius Andersen Trollship.



Roberto Villaverde and Alberto Vall from LaNaval.





Seatruck Ferries, Alistair Eagles, John Steen-Mikkelsen, Danske Faerger and Jens Vind Jensen, Jensen Partner.



Ann-Sofie Forss, Stena RoRo and Erik Klöve, Barry Ragliano Salles.



Per Björnsen and Costas Kontes, VShips.



Elizabeth Mandersson, Shippax, hand-over the prizes to Roberto Prever from Naos, Andrea Visentini, Cantieri Naval Visentini, Morten Larsen Fjord Line, Anders Ørgaard-Hansen OSK.

Mingling during the welcome drink.



Mikael Lagström from Brax Shipping invites all to the welcome drink, Bloody Brax, together with Johan Brax and Joakim Dahlberg. Enjoy the drink!





Graham Stedman, Halton Marine talking to Yvonne Ahlendorf from NORD/LB, Andreas Malmqvist Rolls- Royce, Finn Vollesen KNUD E HANSEN, Henrik Björner Söe Scandlines, James Rogres Clarkson, Olivier Port of Boulogne and Roberto Villa LaNaval.



Janette Bell, P&O, Dan Mikkola Godby Shipping, Christophe Mathieu Brittany Ferries, Scott Ure Calmac, Jacek Budniak Euroafrica, Brent Horwitz MTN, Kaj Jönsson Port of Ystad and Maria Åkersten Hogia.



Good spirit, good food, happy faces. What a pleasant combination!



Happy smiles - Cezary Grzywacki, Tim Eckhoff, Vianney Vatier, Sverre Ökern, Joseliene Verloop, Joacim Dahlberg, Victor Mandersson, Sofia Roos, Patrik Almqvist and Insa Nagels.



David Wendel from DNV GL sponsors of the dinner - with happy friends around the table.



Pierre Mattei, Corsica Ferries, Mike Wake from Austal, Sergio Goncalves, Porto Santo Line and John Bertell from Carus.



Marine Atlantic Paul Griffin, Jakob Tolsgaard Cavotec, John Grant Wärtsilä and Olof Berndtsson from Stena RoRo.



Ann-Sofie Forss, Stena RoRo, Irene Parmeggiani from Grandi Navi Veloci and Danel Olsen Eckerö Group.



Jaroslaw Kotarski, Unity Line, Derek Rae, PDMS, Spiros Paschalis from Attica Group and Bruno Bouckaert from Hull Vane.



Tomas Michelsson ABB, Niclas Blomström Hogia, Alistair Eagles Seatruck Ferries, Paul Ørstedt-Bredesgaard Navitaship, Per Westling Stena Roro, Camilla Horn OSK and Jan-Olof Grönhult DNV GL.



Henk Grundstra, Damen Shipyard with the table friends, Pino Spadafora RINA, Håkan Jönsson TTS, Marcus Höglblom ABB, Håkan Modig Bore and Mikale Törnfeldt Port of Ystad.





Nadan Beara from Brodogradevna.



Nina Savijoki, Deltamarin and Per Fredman from Port of Södertälje.



Ralph Axelson from Gotlandsbåten, Inka Huttunen, Carus and Jörgen Pettersson from BSPC, thanks for a very nice company around the table.



Jaroslaw Kotarski from Unity Line, Jacek Budniak and Marcin Goldman from Euroafrica having breakfast.



Donald Barnes from Marine Atlantic.



Victor Velton from Versonix sponsor of the breakfast, invites Cezary Grzywacki from TLS Boca System.



Björn Boström, Port of Ystad with a colleague.



Mike Grainger Liferaft, Hans Eivind Siewers DNV GL, Jan Erik Norli MCP and Johan Brax from Brax Shipping.



Inka Huttunen, Tim Watson and John Bertell all happy smiles from Carus one of the Main sponsors.



Ingemar Gustavsson from Proceskontroll and Appie Boorsma from Actemium.



Nadan Beara and Zivoje Krstulovic-Opara from Brodogradevna.



Bo-Gustav Donning from Eckerö Group, will proudly wear the Shippax cap....



... as Göran already do ...

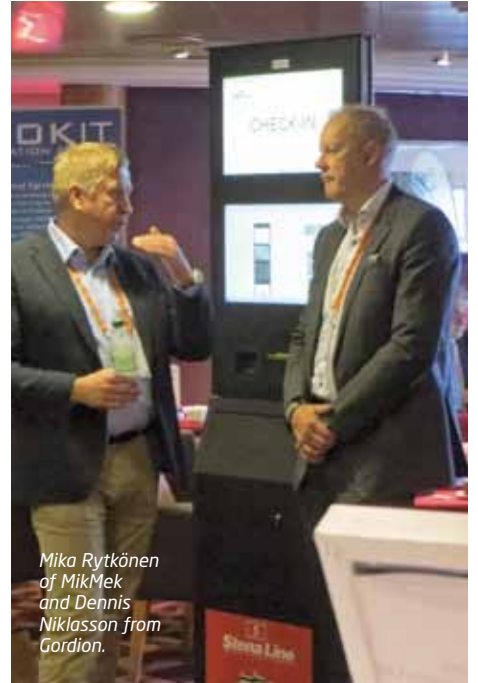




*Jim Andersen and Andrew Duncan from Caledonian Maritime Assets having a coffee break.*



*Robin Mérus and Robert Hildén of Marioff Corporation*



*Mika Rytönen of MikMek and Dennis Niklasson from Gårdön.*



*Janek Stalmeister, Tallink Grupp and Giorgio Arena, Fincantieri, looking into the just printed SHIPPAXGUIDE 1.5 sponsored by Fincantieri.*



*Brent Horwitz, Ian Watson, Ian Maxson-Davies from MTN talking with Ian Rabbidge from P&O Ferries.*



*Norsepower, Tuomas Riski.*



*Sinead Butler from Red Bull offers a special Red Bull & Vodka to the guys.*



*Mikko Patrakka and Andrew Knight from Ixonos.*





Tommy Fabijanovic from TTS and Henning Brauer from Partner ship Design.



Alistair Eagles, Seatruck Ferries.



Einar Kjerstad, Fiskerstrand Verft.



Jennie Hinz and Maria Åkersten from Hogia, lovely flowers in your hands. Martin Andtfolk from We Tech Solutions. All of them enjoyed the fresh air and the sun.



First time delegates Welcome! Uwe Giese and Patrick Brandt from FerryKnowHow.



Niclas Mårtensson, Stena Line.



Patrik Almqvist and Lance Trengereid from Stena Line Scandianavia.



Steve Thurlow, Incat and Frederic Pouget from Brittany Ferries.



Andreas Malmqvist Rolls-Royce and Jerry Lindskog Consilium.



Happy Hour in the Irish bar sponsored by Wärtsilä April 21 and by ABB April 22.



RINA sponsors of the Dinner Drink April 22. Pino Spadafora and Massimo Volta welcomed all delegates to the Dinner drink at Sky Bar.



View over the dinner April 22 sponsored by P&O Ferries.



The P&O team - thank you for an excellent service during the conference.



Thank you all for this conference says we all at the Ferry Shipping Conference team, Bo-Lennart, Victor, Göran, Victoria, Elizabeth, Sofia and Philippe. See you next year and welcome onboard SILJA SYMPHONY invites Ats Joorits from Tallink Siljal



Thank you for this conference!

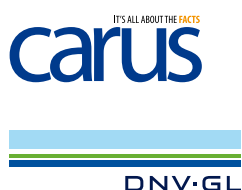
See you next year!



Book online [www.ferryshippingconference.com](http://www.ferryshippingconference.com)

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

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