

seatec

International Maritime Review



Waiting on Sunshine

RCCL's next gen cruiser is already causing waves in the industry

Comeback King

With new ships to keep consumers interested, cruise industry is still in good position

NB 1376 FOR VIKING LINE ABP, FINLAND



The new cruise ferry will be the world's most environmentally friendly large passenger ship.

Companionship With Nature.

We constantly develop innovative and sustainable conceptual solutions in close co-operation with our customers.

We offer leading-edge expertise for turning our customers' visions into reliable and profitable products.

STX Finland Oy has three shipyards in Finland, Turku shipyard, Rauma shipyard and Arctech Helsinki Shipyard Oy, of which STX Finland Oy owns 50%. The company belongs to the STX Europe Group, an international shipbuilding group with a product range including cruise ships, ferries, offshore services vessels, arctic and other specialized vessels. STX Europe's principal shareholder, the Korean-based international industrial group STX Business Group, has approximately 58,000 employees and aims to be a global top player in its core areas; shipping and trade, shipbuilding and machineries, plant and construction and energy.

stx Finland

www.stxeurope.com

Performance from Finland – whatever helmet you wear



J. Ranivaara

Jukka Ranivaara
KempPi Oy

N. Hovinen

Niko Hovinen
Pelicans
Ice hockey team

V. Bottas

Valtteri Bottas
Williams Formula one

PUBLISHER

PubliCo Oy
Pätkäneentie 19 A
FI-00510 Helsinki
Finland
Phone +358 9 686 6250
Fax +358 9 685 2940
info@publico.com
www.publico.com

EDITORIAL-IN-CHIEF

Risto Valkeapää

EDITORIAL COORDINATOR

Mirkka Lindroos

CONTRIBUTORS

Sami J. Anteroinen
Merja Kihl
Ari Mononen

COVER PHOTO

Royal Caribbean Cruises Ltd

PRINTED BY

PunaMusta Oy, February 2012



PubliCo is a member of the European Association of Directory and Database Publishers (EADP), ensuring quality and reliability for advertisers and users.

All rights reserved. This publication may not be used in whole or in part to prepare or compile other directories or mailing lists without the written permission of the publisher. Measures have been taken in the preparation of this publication to assist the publisher protect its copyright. Any unauthorized use of the data herein will result in immediate legal proceeding.

THE HUMAN FACTOR

On Friday January 13th something akin to a nightmare in the history of the cruise business transpired on the Italian coast. The Italian cruise ship Costa Concordia partially sank after hitting a reef at Isola del Giglio.

The cause of the accident is considered to be human error, i.e. poor judgment and performance by the ship's captain. According to IMO statistics, the human factor has been the decisive element in almost 80 percent of the accidents. In the future, instead of improving technological solutions, the industry is gearing towards minimising the risks brought on by the human factor.

A similar tendency was perceived in the evolution of nuclear power as well. I would not want to compare the Costa Concordia incident to Chernobyl nuclear power plant accident, but there is a likeness here, especially concerning people's faith in the all-powerful technology at their disposal. Both at the power plant and aboard the ship the man in charge was feeling pretty good about himself all the way up to the point when the crew came by with the bad news.

Costa Concordia had over 4,000 passengers and crew members. The accident is believed to have claimed over 30 people's lives. The Mediterranean Sea was also threatened by a major environmental hazard, as there was over 2,000 tons of oil in the ship.

The full scope of the accident is not known yet. Some guidelines about the financial ramifications, however, can be gathered from the estimate submitted by the owner company, Carnival Cruises, to the SEC. The disclosure document places the price tag for the accident between 155-175 million dollars.

This figure doesn't appear to be exceedingly high, if one considers the price of construction for cruise ships. For all practical purposes, however, Costa Concordia can be considered a lost cause. There's little hope that the ship will be back in business one day.

The accident took place as the ship was doing a "salute" very close to the shore. According to Captain Francesco Schettino, the cruise line had instructed him to perform the maneuver. Be it as it may, this kind of risky business always falls under the discretion of the ultimate decision-maker – in both luxury cruise ships and nuclear power plants.

Of course, it is easy to be wise on dry land and speculate on how things should be run on the seas. Hindsight will make an appearance in a courtroom quite shortly. The topic itself is rather touchy for the industry experts. For example, classification organisations are hesitant to comment the case publicly. Still, we know now that the accident was not caused by a technical failure of any kind.

There's something positive to be learned from all of this as well: 4,000 people were rescued in extremely trying conditions. Even if the behaviour of the ship's captain was sub-standard, the crew proved their mettle in a tight spot. As for lessons learned, one can only hope.

RISTO VALKEAPÄÄ
EDITOR-IN-CHIEF



Messe München
International

5th International Exhibition
for Logistics, Telematics and Transport

**Your Gateway
to the Asian Market**



**transport
logisticChina**

including



connecting business

5-7 June 2012

Shanghai New International Expo Centre

**www.transportlogistic-china.com
www.AirCargoChina.com**

Get in contact with the industry

Organizers: Munich Trade Fairs International Group,
Munich Trade Fairs (Shanghai) Co., Ltd.

Trade Fair Management: Munich Trade Fairs (Shanghai) Co., Ltd.

Info hotline: +49 89 949-11498 | **Fax:** +49 89 949-11499



06

Contents

02 Editorial

06 Comeback King

With new ships to keep consumers interested, cruise industry is still in good position.

16 LNG-fuelled cruise ferry being built at Turku Shipyard

22 Profiling the Silhouette

The new luxury cruiser delivers the goods – with a tropical twist.

22





30 [Waiting on Sunshine](#)

RCCL's next gen cruiser is already causing waves in the industry.

36 [Oasis: The Legacy](#)

Oasis-class flaunts the best and the biggest that the cruise industry has to offer – but is the world ready for more?

44 [Face the Music](#)

46 [New on Board](#)

55 [Company Directory](#)

30

36



Comeback King

WITH NEW SHIPS TO KEEP CONSUMERS INTERESTED,
CRUISE INDUSTRY IS STILL IN GOOD POSITION

With economic woes all around the globe, the question the cruise industry is asking with some anxiety is this: will the people keep flocking to the fleet? In addition to double-dip recession, there is also the negative backlash of the Costa Concordia accident.





Still, the home base of cruise industry players seems to be in working order: the good citizens of the United States will not let those cruise lines go under any time soon. According to the latest consumer survey prepared for Cruise Lines International Association (CLIA), Americans are still strongly interested in either a repeat cruise or trying one for the first time.

It's a numbers game, really: 73 million Americans have cruised before and 36.1 million, from a core target market (25+ years of age, \$40,000+ household income) of 133 million, reported that they are "likely" to take a cruise vacation in the next three years. The U.S. has a total population of about 304 million.

SATISFACTION LEADER

The 2011 Cruise Market Profile Study also found that a significant majority of consumers – 94 percent – rate cruising as a satisfying vacation experience with 45 percent rating a cruise as "extremely satisfying," making a cruise vacation a satisfaction leader among vacation choices.

The study surveyed over 1,300 past cruisers and non-cruisers to determine vacation preferences and attitudes, plans for future vacationing, spending patterns, travel agent usage, and other topics, drawing comparisons among numerous types of vacations, including cruises.

Christine Duffy, CLIA's CEO and President, commented that the cruise industry can be optimistic about its continued growth and success in the long-term. She pointed out that CLIA member lines have had an average annual passenger growth rate of more than seven percent since 1980. In 2010, capacity increased by 8.1 percent yet CLIA member line ships continued to operate at 103.1 percent occupancy.

And why do cruises stay in the game year after year, even with the competition for people's leisurely time

Photo: Meyer Werft









toughening up all the time? Duffy believes that the secret of consistent success lies in the fact that the cruise industry continues to “innovate and deliver on the cruise product promise”, with the result that millions of Americans are keen on taking a cruise in the near future.

THE CALL OF THE CARIBBEAN

With regards to where the cruise-lovers feel like going, the number one destina-

tion is still Caribbean, with Alaska, Bahamas and Hawaii as the runner-ups. The general profile of the 2011 cruise vacationer is younger than you might think (with median age of 48), but very upscale (with a median household income of \$97,000) and well-educated (76 percent college graduates).

The study also sheds some light as to why cruising has such guest loyalty and high repeat business.

While cruising receives generally high marks from all consumers (even those who have never cruised before) it is significant that past cruisers consistently have even higher opinions of their cruise vacation experience in terms of benefits, price perceptions, value, and other factors than those who have never cruised before.

Duffy recaps: Once someone has cruised, the value, variety, and enjoyment is “obvious and irresistible.”



Photo: Fincantieri



Photo: STX Europe

Of course, the 2011 Cruise Market Profile Study predates the Costa Concordia accident, and there is no telling how the fallout from the tragic events in Italy will affect the main market in the U.S. Still, the cruise industry has maintained an excellent safety record over the years – and the new ships are the safest in the history of seafaring. There's a host of new exciting vessels in the pipeline – or just hitting the waves.

DISNEY LEADS THE CHARGE

A recent example of this is Disney Fantasy which was floated out on January 9, 2012, in Papenburg, Germany. The newest Dis-

ney Cruise Line ship is manufactured by Meyer Werft shipyards. The maiden voyage is just around the corner, too, as Disney Fantasy is scheduled to set sail on March 31, 2012. The Disney Fantasy features many of the innovations found on her sister ship, Disney Dream, but she has plenty of tricks all her own, too – such as two Broadway-style musical spectacles for the Walt Disney Theatre and a dining experience at Animator's Palate where guests' own drawings magically come to life.

The Disney Fantasy will sail seven-night alternating eastern and western Caribbean itineraries. All voyages will depart

from Port Canaveral, Florida, and include a stop at Disney's private island, Castaway Cay.

Also heading for the Caribbean waves, there is Carnival Breeze, built by Fincantieri shipyards, Italy. Carnival Breeze is a Dream-class cruise ship which is expected to enter service in June 2012.

Her sister ship, Carnival Dream entered service on September 21, 2009 and Carnival Magic on May 1, 2011. Carnival Breeze will sail out of Barcelona and Venice to the Mediterranean and out of Miami to the Caribbean and Bahamas.

One obvious draw of the Breeze will be 5D – yes, 5D – movies at Thrill 5D The-



ater. Signature Dream-class elements, such as the half-mile exterior promenade with cantilevered whirlpools, will naturally be included. Carnival Breeze is also the last ship for the Dream class.

FANTASIA FLEET REINFORCED

Also nearing delivery there is MSC Divina, who is receiving finishing touches at STX Europe's shipyard in Saint-Nazaire, France. MSC is the third and latest addition to the MSC Cruises' 140,000-ton flagship Fantasia class (and will be the 12th ship in the fleet), making her grand entrance on May 26, 2012.

Saint-Nazaire also just received an order to build two luxury cruise ships from Viking Ocean Cruises, an affiliate of Viking River Cruises. The vessels will be delivered in spring 2014 and spring 2015, re-

spectively, and will be part of Viking's new Ocean Cruise brand. An option for a third ship is being considered.

FASCIONOSA DEBUT

Costa Cruises continues to keep Fincantieri busy. Following the launch of Costa Favolosa (the new flagship of the Costa Cruises fleet) last June, the next ship to enter service will be Costa Fascionosa, also under construction at Fincantieri's Marghera shipyards. Costa Fascionosa is set to debut on May 2, 2012.

Costa Cruises has also placed a new order with Fincantieri and this one promises to be largest Italian cruise ship to date at 132,500 GT. The new flagship in the Costa fleet is scheduled for delivery in October 2014. Since 2000, Costa Cruises has ordered 10 new ships from Fincantieri ship-

yards, for a total investment of more than €5 billion.

In total, since the 1990s Fincantieri has built 49 for Carnival Group. Presently in the pipeline there are two prototype ships for Princess Cruises brand which were ordered in 2010. At 141,000 gross tonnes, the two new vessels, which have a maximum passenger capacity of 3,600, will be the largest cruise ships ever built by Fincantieri and the flagships of Princess Cruises fleet.

Scheduled for delivery in spring 2013 and 2014, these ships, as prototypes, will be two of the "most exclusive and innovative in the world". For example, all the sea-view cabins (80 % of the cabins) will have private balconies. ■

SAMI J. ANTEROINEN



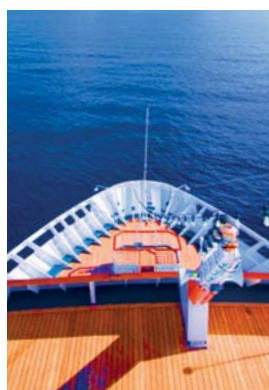
March 11-14, 2013

Miami Beach Convention Center, Miami Beach, Florida

It All Starts Here.

TRADESHOW • CONFERENCE • NETWORKING

Launch new products, unveil exciting services, meet cruise industry buyers and attend conferences covering up-to-date topics at Cruise Shipping Miami 2013. No other event brings together the international cruise industry like Cruise Shipping Miami, conferences and tradeshow. For over 28 years, Cruise Shipping Miami has been and continues to be the must attend event for buyers and suppliers. Don't miss your opportunity to be part of Cruise Shipping Miami 2013 - Reserve your exhibit space today. It All Starts Here.



BOOK NOW!

sales@cruiseshippingmiami.com
www.cruiseshippingevents.com/miami

Cruise Shipping Miami is supported by



LNG-fuelled cruise ferry being built at Turku Shipyard



STX Finland Oy's Turku Shipyard has started the production of a new type of cruise ferry to be built for Viking Line. It will be fuelled with liquefied natural gas (LNG).

The ship has been designed to be safe and environmentally friendly. It is expected to be ready for delivery in early 2013.

The new Viking Line cruise ferry (NB 1376) will be 214 metres in length and carry approximately 2,800 passengers. For the Turku Shipyards, the construction will bring approximately 2,600 man-years of labour.

The ship has a top speed of close to 23 knots and will be operated by a



200-member crew. The innovative vessel has 870 passenger cabins. The cruise ferry will operate on the route between Turku and Stockholm.

"Maritime safety of the new cruise ferry has been designed in accordance with the latest international regulations. For instance, the Safe Return to Port spec-

ifications have been adhered to," notes Mr. Jari Anttila, Director of STX Finland's Turku shipyard.

Amongst other new safety features, Viking Lines's cruise ferry is to be equipped with two separate engine rooms.

According to Mr. Anttila, the prioritisation of safety issues has had an impact

on numerous structural and functional features of the new cruise ferry.

FUELLED WITH LNG AND MGO GAS OIL

On the maritime route between Finland and Sweden, the ship will eventually sail part of the way in and near the Turku ar-

chipelago – a navigational challenge and also in part a natural conservation area.

Because of this, one of the key points in the design of Viking Line's new cruise ferry was to decrease the ship's propensity to make waves.

"Minimising waves in the ship's wake was a significant issue when the ferry's hydrodynamics design was on the drawing board. With the current hull design, the ship's waves will not cause erosion while sailing through the archipelago," Anttila points out.

"Also, the ship's noise levels have been reduced."

While the main fuel of the ship will be liquefied natural gas (LNG), the engines will be able to utilise MGO gas oil as a substitute fuel.

"The ship will be capable of operating for two to three days without refueling. This, too, is a safety feature," says Anttila.

COMPLYING WITH IMO REGULATIONS

Running on LNG fuel, the new ship will be quite environmentally friendly. In fact, it is considered to be the most environmentally friendly cruise ferry ever built, once completed.

Around the Baltic Sea region, new International Maritime Organisation (IMO) regulations are very strict. For the new ship, discharge and pollution into the sea have been eliminated, and the emission into the air is significantly low.

The ship will be powered by four dual-fuel Wärtsilä 8L50DF main engines. Running on LNG, the vessel will have virtually no SOx emissions and its NOx emissions will be at least 80 percent below current

The production of the LNG-fuelled cruise ferry is about to start at Turku Shipyard. Viking Line's CEO Mikael Backman is pushing the button.







IMO regulation levels. The particulate and CO₂ emissions will also be low.

"Ship engines of DF type have already been utilised on board LNG fuelled ships, but in a different configuration. This is the first time that DF engines are to be installed on board a passenger ship."

The decision to construct a new LNG fuel terminal on the south-western coast of Finland has not yet been made.

"On the other hand, Sweden already has a coastal LNG fuel terminal," Anttila mentions.

He expects that fuelling and other infrastructure for LNG ships in the Baltic Sea region will sprout up in the near future, along with the increase in the number of LNG-fuelled ships being taken into use.

EFFICIENT SHIPBUILDING

The production of the ship started at Turku shipyard on 28 September, 2011.

"Various modules of the ship are already under construction at separate

workshops. The idea is to pre-assemble the modules so that they already will be largely ready when they are transported to the shipyard for final on-board assembly. This makes the shipbuilding more industrial and organised than previously," explains Anttila.

STX Finland's Turku shipyard has recently renewed many of its production facilities and processes, in order to improve the efficiency of shipbuilding.

"We have enhanced various work and design methods. At present, 3D computer-aided design is being utilised in ship design," Anttila recounts.

"So far, the number of subcontractors working at Turku shipyard on the Viking Line cruise ferry is quite small. Later on in the shipbuilding process, a greater number of subcontractors will become involved."

NEW EXPERIENCE

For STX Finland's Turku shipyard, production of an LNG-fuelled ship is a new and exciting experience.

"We are happy to be able to be pioneers in building such ships. No doubt this task will give us a competitive edge," Anttila expects.

"Apart from installing new types of engines, the LNG fuel system will affect numerous structures on the ship: gas tanks, fuel pipelines, and so forth."

"Here, too, safety is a crucial issue, in every detail. It is a significant part of the whole process, particularly as the ship will be a passenger liner."

"We believe that LNG fuel will increase its popularity in maritime use in the future. This shipbuilding project is being closely monitored with interest all around the world," Jari Anttila says. ■

MERJA KIHIL
ARI MONONEN



*Your Global
Exhibition Partner*



**YOUR PLACE
IN THE WORLD**

Find it with us



ARVELIN
INTERNATIONAL OY

Arvelin International Oy
Kauppakartanonkatu 7 A
FI-00930 Helsinki, Finland
Telephone +358 9 2511 110
Telefax +358 9 2511 1150
expo@arvelin.fi

www.arvelin.fi

meridian



Turn key systems for passenger transport

Jukova Oy is one of the leading system suppliers for the passenger transport industry. Jukova's long experience in maritime products has been gathered under one product line, Meridian.

The Meridian product line includes:

- Prefabricated balcony modules
- Weathertight sliding doors
- Windshields and windows
- Divider walls and door sections
- Luggage stacks

All products are designed in co-operation with the customers to meet their requirements.



Jukova Oy
Jukovantie 20 FIN-21430 Yliskulma FINLAND
tel. +358 10 474 444 fax +358 10 474 4290
jukova@jukova.fi www.jukova.fi

Profiling the Silhouette

THE NEW LUXURY CRUISER DELIVERS THE GOODS – WITH A TROPICAL TWIST

Celebrity Silhouette is the first Solstice-class ship to go North: she is presently offering cruises for the New York/New Jersey market. The ship will periodically swoop down to Caribbean waters from Cape Bayonne, New Jersey.





Having been launched in Hamburg on July 23, 2011, Silhouette has already done a fair bit of travelling. There was a seven-night cruise to Civitavecchia, the port for Rome, and from there, roundtrip, 12-night cruises to the Mediterranean and Holy Land. In November, after crossing the Atlantic she has been catering to the northern part of Eastern seaboard in the US.

While the economy is experiencing some rough seas, the cruise industry is doing its very best to keep the mean, mean world from the doorstep of its patrons. Silhouette is clearly in it to win it: for example, sweeping veranda views enhance 85 % of the ship's staterooms.

Want more? Check out the new Alcoves. There's an endless expanse of the sea behind a lush, green lawn from the vantage point of a luxurious, private cabana. The cruise line calls it just another example of its commitment to ensure that the guests can spend more time enjoying every moment of their vacation. (No argument there.)

BBQ HEAVEN

Eight chic, cabana-style settings comfortably accommodate two to four guests each. Within the Alcoves, guests can enjoy stunning views of the lawn and the sea which seem to be made for cozy, romantic evenings. Can't forget the little things either: complimentary amenities include a fresh fruit plate, hand-held fans, chilled towels and all-day use of an iPad loaded with a variety of music, movies, games and magazines.

In addition to the Alcoves, the new experiences include the industry's first interactive, outdoor grill, "The Lawn Club Grill," where guests can select and grill their own meats side-by-side with Celebrity's expert chefs – or, alternatively, have them cooked to order.





There is also Celebrity's first Art Studio, with engaging courses led by professional artists and "The Porch," a breezy, casual dining spot offering sandwiches, coffees and captivating views.

Furthermore, at the center of the ship, you will find yet another entirely new venue, "The Hideaway," an intimate, quiet space reminiscent of a childhood tree house.

BATTLE OF THE BRANDS

The lap of luxury also includes a Bulgari boutique onboard, since the guests tend to appreciate products that are "luxurious and sophisticated", as a cruise line spokesperson put it. Other brands found onboard Celebrity Silhouette include Mad Bags, whose handbags are created from textiles such as eco-friendly bamboo, animal-friendly leathers and hand-woven taffeta silks; Soybu, which blends eco-friendly fibers into the soft, vibrantly colored fabrics of its women's performance apparel; and the legendary Tommy Bahama brand of stylish resort apparel. Calypso St. Barth's, Mar Y Sol, Big Buddha, La Regale... the list goes on.

Watches, you say? There's Chopard, Fendi Crazy Carats, Longines, Michele, Tag Heuer and Tissot. Need new shades? Maui Jim, Oakley and Ray-Ban are here to help.

And don't even get us started on the cosmetics (Chanel, Clinique, Dior,

Lancome and La Prairie) or fragrances (Armani, Calvin Klein, Dior, Dolce & Gabbana, Givenchy, Juicy Couture, Marc Jacobs and Thierry Mugler).

And after a hard day of shopping, it's good to know that Michael's Club serves up to 50 international craft beers.

RIDING HIGH

The Meyer Werft shipyard has done itself proud with this one, even if the innovations on board are more related to product and service offering than hi-tech as such. The shipyard has had a good run with the Solstice-class ships, having introduced Celebrity Solstice in November 2008. Already at the time, the ship was widely praised for its comfortable staterooms and its spacious and majestic public areas.

The second ship in the series was Equinox, delivered in November 2009 – and followed only six months later by Eclipse. The fifth and final ship of the family, Celebrity Reflection, is scheduled to hit the waves in November 2012.

As the Silhouette was launched in Hamburg, the whole City was excited about the biggest ship ever officially named in Hamburg. The fact that Hamburg was chosen as the inaugural city is also a reflection of its growing importance as a European cruise hub – and the birthplace of Silhouette, the Papenburg shipyard in Germany, is not that far from here.

As per tradition, the launch was a grand old affair, with Michelle Morgan, president and CEO of Signature Travel Network, serving as the Godmother of Celebrity Silhouette.

SOLSTICIZE IT!

The launch of Silhouette was just one thing Celebrity Cruises had going on last year. Celebrating its 20th anniversary, Celebrity Cruises had a strong showing, for instance, at the annual Condé Nast Traveler Readers' Choice Awards in October. Celebrity was ranked number one in the highly competitive large-ship (2,500+ guests) category.

Celebrity's President & CEO Dan Hanrahan remarked that the new Solstice-class ships are now recognised as the best in the category, just as the cruise line's Millennium-class ships were for several consecutive years. What's more, Celebrity wants to retune old Millennium ships to be more like Solstice class – an ambitious, \$ 140 million 'Solsticizing' initiative is targeted on each of those ships.

In 2011, the cruise line also announced the line's first sailings in Asia. Celebrity's fleet currently consists of 10 ships. ■

SAMI J. ANTEROINEN

Silhouette Fast Facts

Occupancy:	2,886
Tonnage:	122,400
Inaugural Date:	July 23, 2011
Length:	1,047 ft
Beam:	121 ft
Draught:	27 ft
Cruise Speed:	24 kts
Passenger Decks:	13

SEATEC HELSINKI

SeaTec Helsinki trade exhibition 17-19 April 2012

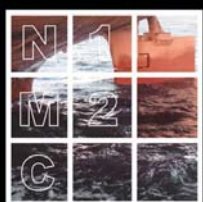
The marine and shipping industry professionals gather in April at the Helsinki Exhibition & Convention Centre.

The maritime cluster in Finland consists of over 43000 professionals in different areas of the maritime business, including shipbuilding, port operations, technology, offshore and so on.

The Centre for Maritime Studies is organising the Northern Maritime Challenge 2012 conference in conjunction with SeaTec Helsinki.

Open Tuesday-Wednesday 9-17 hrs and Thursday 9-16 hrs at the Helsinki Exhibition & Convention Centre, Finland.

Free entry for registered guests. At the same time also metal&engineering industry FinnTec&ToolTec exhibition.



**NORTHERN
MARITIME
CHALLENGE**
17-18 April **2012**

www.northernmaritimechallenge.com

More information:

www.seatechelsinki.fi

Sales of exhibition space: kari.pulkkinen@expomedia.fi or m.valimaa@elisanet.fi




Suomen Messut



BUSINESS RESIDENTIAL SERVICES

**BUSINESS LEVEL APARTMENT HOTEL IN CENTRE HELSINKI
FROM 51 EUROS/NIGHT**







Waiting on Sunshine

RCCL'S NEXT GEN CRUISER IS ALREADY CAUSING WAVES IN THE INDUSTRY

After launching the Oasis-class twins Oasis of the Seas and Allure of the Seas, Royal Caribbean Cruises decided to take it down a notch – at least size-wise, that is. Also Finnish marine expertise gave way to German craftsmanship as the shipyard changed from Turku, Finland, to Papenburg, Germany. Meyer Werft, also a long-time partner for RCCL, was chosen to deliver “Project Sunshine,” a completely new vessel design incorporating a plethora of new and exciting features.

*Adam Goldstein, President and CEO
Royal Caribbean International.*





Photos: Meyer Werft

Before being handed over to the capable hands of the Germans, the project already featured over a year's worth of research and development. It is clear that RCCL – which is being forced to navigate some unsettling seas, just like the rest of the industry – knows that a lot is riding on the success of this newbuild. As a double-dip recession is plaguing the economy, a break from the earlier “bigger is better” strategy was considered to be the appropriate move.

That is not to say that Sunshine will be a small ship. The 158,000 Gross Registered Tons (GRT) new build will carry just over 4,100 guests based on double occupancy.

Still, the Oasis sisters do trump those numbers, and rather convincingly, at that – with 225,000 GRT and 5,400 passengers each, there's no beating Oasis and Allure any time soon.

MAKE IT A DOUBLE?

Scheduled for delivery in the fall of 2014, the Sunshine ship comes with an option for a second ship – tentatively, for spring 2015. At the moment, the construction of the second ship is more than likely given the fact that Finnish air conditioning systems company Koja Oy announced in November 2011 that Meyer Werft has placed an order for the air conditioning systems of two RCCL ships.

The biggest deal in the history of the Finnish company, the contract involves the basic and 3D designing of both ship's air AC systems, all AC equipment as well as electricity and automation planning. Koja also reports that the deal features an option for the air conditioning of two other vessels of the same type – so RCCL might eventually go for four Sunshine ships.

The Finns managed to land the deal on the strength of their energy-efficiency expertise. Both Meyer Werft and RCCL want to produce environmentally-conscious ships. For example,

RCCL claims that its existing ships are some of the most energy efficient in the world and Project Sunshine will take this approach one step further.

MASTERING THE MARATHON

While the construction of the new ship is kept tightly under wraps – and no word has leaked about the new innovations on-board – President of Royal Caribbean International Adam M. Goldstein has shed some light on the process itself. In a blog entry, he calls the project an “incredibly complex undertaking” with an unending series of deadlines meted out by the shipyard.

According to Goldstein, the primus motor in the Project Sunshine is RCCL Chairman & CEO Richard Fain who is intensely interested and involved in all the company's new ship projects. It is the job of the Executive Vice President Harri Kulovaara to make sure that the ships come out as amazingly as Fain has in mind for them to do.

RCCL has a specialised department, Fleet Design & Newbuild, that deals with these issues. The chief designer at the unit is Kelly Gonzalez who works to turn executive visions into reality.

One core belief at RCCL is that the marketing teams who have responsibility for understanding consumer desires and delivering the products/services should be directly involved in the newbuild creative and design processes. RCCL takes good care of the marketing and consumer angle, given the fact that the Executive Steering committee for Project Sunshine features the top three of the company (Goldstein, Fain and Kulovaara). The Executive Steering committee meets every month – usually for a full day – to go over critical aspects of the project.

GET CREATIVE

Another typical aspect of RCCL's approach to new cruise ship design is to utilise a roster of design firms under the company's central direction. According to Goldstein, there is no one master designer who takes the project and runs with it. Usually the



way it goes is that Kulovaara and Gonzales are working with the designers on the various ship features and then the designers regularly must present to the Steering Committee and receive feedback.

Goldstein admits enjoying interaction with the designers, even quipping that there are two types of designers/architects you never want to have on your team – the

ones who always push back and the ones who never push back. While RCCL looks for new talent also, many of the designers have been with the company on previous projects and “know the drill well”.

Looking at the industry in general, RCCL's decision to opt for a smaller vessel has been well-received by most analysts. Project Sunshine has been interpret-



ed to signal that major industry players remain disciplined with regards to capacity and operating costs. Also, RCCL is about to take a break from all that bottle-smashing in pretty shortly.

STILL WATERS

In fact, RCCL will have no ship deliveries scheduled between the fourth quarter

of 2012 and fall 2014. This would make Celebrity Reflection (slated for an autumn 2012 delivery) the last in line for a well over a year.

Analysts are calling this a shrewd move since modest capacity growth makes good sense now as the cruise industry is relocating its older tonnage out of the high-pressure North American market and into

new waters. RCCL's self-imposed "radio silence" means also that capacity growth over the coming four to five years remains well below historic averages. ■

SAMI J. ANTEROINEN

Oasis: The Legacy



OASIS-CLASS FLAUNTS THE BEST AND THE BIGGEST
THAT THE CRUISE INDUSTRY HAS TO OFFER
– BUT IS THE WORLD READY FOR MORE?



Photos: Royal Caribbean Cruises Ltd

The headline of last year's New York Times' Cruise Issue declared: On the World's Largest Cruise Ship, the Sea Is an Afterthought. The writer Toni Schlesinger goes on to pop the question: When did ships become less about the water on which they sail and more about the land they have left behind? The reason for wondering is the sheer size of the Oasis twins in general, and the size of Allure of the Seas in particular (because that is the ship she happens to be on).

Schlesinger comments that she "entirely forgot" she was at sea during a seven-day cruise of the western Caribbean. The world's largest cruise ship, with a price tag of almost billion euros each, can do that to you.

Oasis-class allows you to get lost in a "strange, wondrous, digital world of lights and colors that is not unlike the high-pitched energy of Manhattan or any world city". It's the most recent, boldest move in a long series of industry can-you-top-this signature ships – and we haven't even begun to understand its true significance yet.

REDEFINING THE INDUSTRY

Not that the beginnings were that meager or modest either. After all, the original name of the Oasis class was Genesis – signifying a kick-off of Biblical propor-



tions. No ship was as eagerly anticipated by the cruise industry, travel agents worldwide and cruising travelers as Oasis of the Seas, weighing in at a new world record of 220,000 gross tons, the new heavy weight champion of the seven seas.

The “city at sea” promised to bring something for everyone – and it has made good on that promise. Central Park, Royal

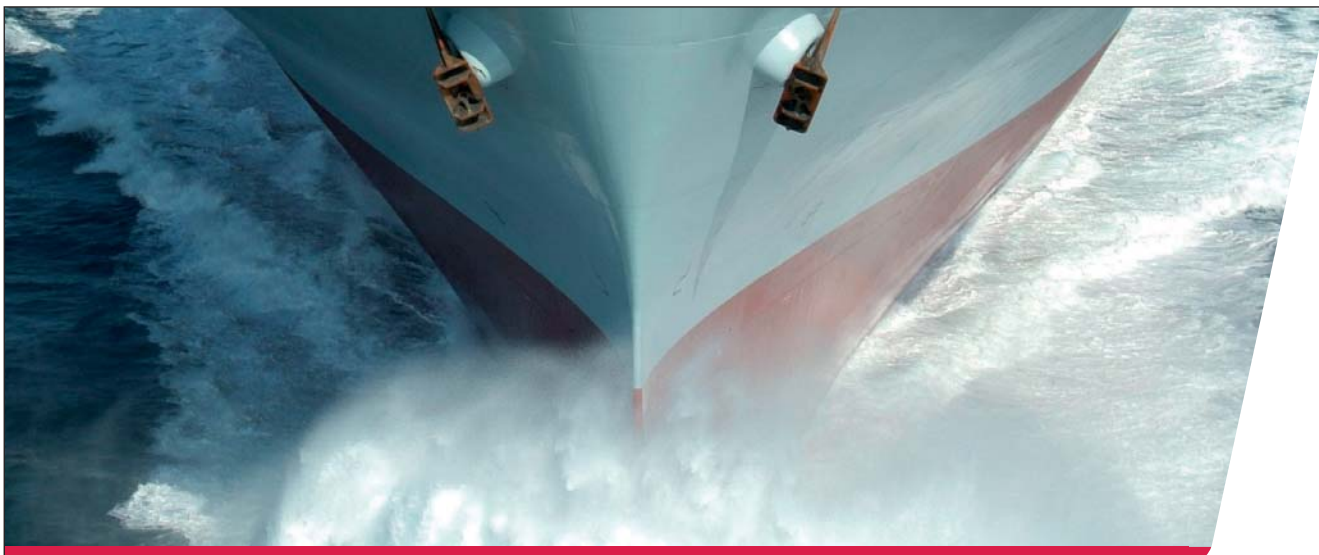
Promenade, Aquatheater, Boardwalk, Poll and Sports Zone, a Spa, Youth Zone, Flowriders...the list seems endless. Return business appears to be a built-in feature with the Oasis, since no one can take it all in at once – you need to come back, at least once or twice.

With seven themed neighborhoods, Oasis of the Seas is “on another level and

has changed the face of cruise travel,” praised MSNBC, to name but one smitten media. It is no wonder then that veteran cruise-goers have already taken a liking to Oasis sisters and keep coming back to the big boat. Cruise first-timers, on the other hand, get to see the full potential of cruising – and discover just how far the industry has advanced to date.







***Global technical excellence closer
to shipowners - closer to shipyards
wherever you are***

Visit us on: www.bureauveritas.com
www.veristar.com

Move Forward with Confidence



**BUREAU
VERITAS**

And for the more carbon-conscious consumer, it is easier to enjoy your time on the sundeck knowing that Oasis uses 30–40 percent less energy than the ships Royal Caribbean built 10 years ago. It's not only the guests who are taking in the sun, either: there are 14,000 square meters of solar panels atop the vessel, enough to power the entire promenade area.

MAXIMISING VALUE

When Oasis of the Seas was launched, the boldest experts declared that the ship was destined to become the missing link between the modern cruise industry and the future cruise industry. Also it was believed that Oasis-class could secure a beachhead, so to speak, in the hearts of those consumers who would never have considered cruising in the past – until now.

Obviously the market is out there: only 20 % of Americans have ever taken a cruise, which has led some experts to argue that the market is underpenetrated. At present, only 5 % of American vacationers opt for a cruise every year.

As Oasis of the Seas made her maiden voyage in December 2009, the global economy was already in deep trouble. Allure of the Seas was in the pipeline as well which was good for her – otherwise,

**Wherever you are
we are near.**

more than you expected

HELKAMA

www.helkamabica.fi



the whole project could have been put on ice.

Still, before the global recession there was little reason to fear any setbacks. After all, up to that point worldwide cruising had grown annually to the tune of 7 % for the previous 20 years. After recession hit, however, cruise lines had to fill their vessels by offering steep price discounts. The world bounced back from recession – only to face the threat of another plunge, as it seems right now.

OASIS III?

Nevertheless, while RCCL is not in any hurry to build new Oasis-class vessels, it has opted to make its other assets a lot more like the two superstars of the fleet. “Oasisation” process of older ships, such as Freedom of the Seas and Liberty of the Seas, has already started as RCCL will reload the ships with a number of key innovations from Oasis.

Will the Oasis twins be joined by more siblings sometime in the future?

Royal Caribbean International's chairman and CEO Richard Fain has commented that larger doesn't mean less personalised, but instead the ability to make it more personalised. Against this backdrop, it is hard to imagine that RCCL has scrapped the plans for new Oasis vessels altogether – but the comeback of the giants may not be in the cards until the 2020's. ■

SAMI J. ANTEROINEN

FREE

Conference and Exhibition

RORO

CONFERENCE | EXHIBITION

WHERE IT ALL FITS TOGETHER

22 - 24 MAY 2012 | GOTHENBURG, SWEDEN



THE ONLY DEDICATED EVENT FOR THE **ROLL-ON/ROLL-OFF** SHIPPING INDUSTRY RETURNS WITH ITS BIGGEST EVER VISITOR PROGRAMME.

RORO 2012's unmissable line-up includes:

NEW

- Free conference open to all visitors
- Over 120 participating companies

NEW

- Training Zone – covering all of your training needs

NEW

- Networking Bar and Internet Lounge
- Baltic Transport Journal Conference
- **Plus much more...**

Register FREE at www.roroex.com/po

Follow us on:

twitter

LinkedIn

facebook

Co-located with:



Face the Music

COSTA CONCORDIA FORCES THE CRUISE INDUSTRY TO TAKE ONE HARD LOOK IN THE MIRROR

April 14th 2012 will mark the 100th anniversary of the sinking of the Titanic – creating a dark and powerful backdrop for the Costa Concordia tragedy. The story is known to all: on January 13, 2012, Costa Cruises' vessel, the Costa Concordia, struck rock off the coast of Tuscany, Italy after departing from Civitavecchia, on a seven-day voyage with approximately 3,200 passengers and 1,000 crew members. In the aftermath of the ensuing chaos, the yet-to-be-confirmed death toll stands at 32.

As a response to the Concordia incident and as part of the industry's continuous efforts to review and improve safety measures, the Cruise Lines International Association, Inc. (CLIA) wasted little time to announce the launch of a Cruise Industry Operational Safety Review.

The Review will include a comprehensive assessment of the critical human factors and operational aspects of maritime safety. As best practices are identified, they will be shared among CLIA members and any appropriate recommendations will be shared with the IMO. Recommendations will be made on an ongoing basis.

CLEANING HOUSE

According to CLIA, key components of the Review include an internal review by CLIA members of their own operational safety practices and procedures concerning issues of navigation, evacuation, emergency training, and related practices and procedures. Consultation with independent external experts will be carried out as well as identification and sharing of industry best practices and policies. Possible recommendations will be made to the IMO for substantive regulatory changes to further improve the industry's operational safety.

Furthermore, collaboration with the IMO, governments and regulatory bodies will be intensified to implement any necessary regulatory changes.

While the cruise industry has an outstanding safety record, CLIA says that it is fully committed to understanding the factors that contributed to the Concordia incident and is proactively responding to all maritime safety issues. The Cruise Industry Operational Safety Review will enable the industry to do so in a meaningful and expedited manner.

HOLD THE LINE

Speaking out at a London press conference shortly after the tragedy, CLIA President and CEO Christine Duffy remarked that it is understandable that people have questions about how the cruise line industry is regulated. Still, she pointed out that safety is the cruise industry's number one priority.

"Per passenger, cruise liners are one of the safest forms of recreation and maritime accidents are incredibly rare," she said, adding that the whole "safety chain" is taken into consideration from design and construction to operating and maintenance.

According to Duffy, all members of CLIA recognise the seriousness of the ac-

cidents and are ready to do their part in order to make the seas safe.

Even before the CLIA announcement, Carnival Corporation & plc, parent company of Costa Cruises and nine leading cruise lines around the world, had announced a comprehensive audit and review of all safety and emergency response procedures across all of the company's cruise lines.

Carnival Corporation maintains that it has an excellent safety record over the years, but the tragedy has called into question the company's safety and emergency response procedures and practices. Micky Arison, chairman and CEO of Carnival Corporation, has commented that this review will evaluate all practices and procedures "to make sure that this kind of accident doesn't happen again."

MAN ON A MISSION

The review is being led by Captain James Hunn, a retired U.S. Navy Captain and currently the company's senior vice president of Maritime Policy & Compliance. Following a 32-year career in the Navy, Hunn has held senior positions at Carnival for nearly a decade, focusing on corporate-wide efforts to establish maritime policy standards, while overseeing the compa-

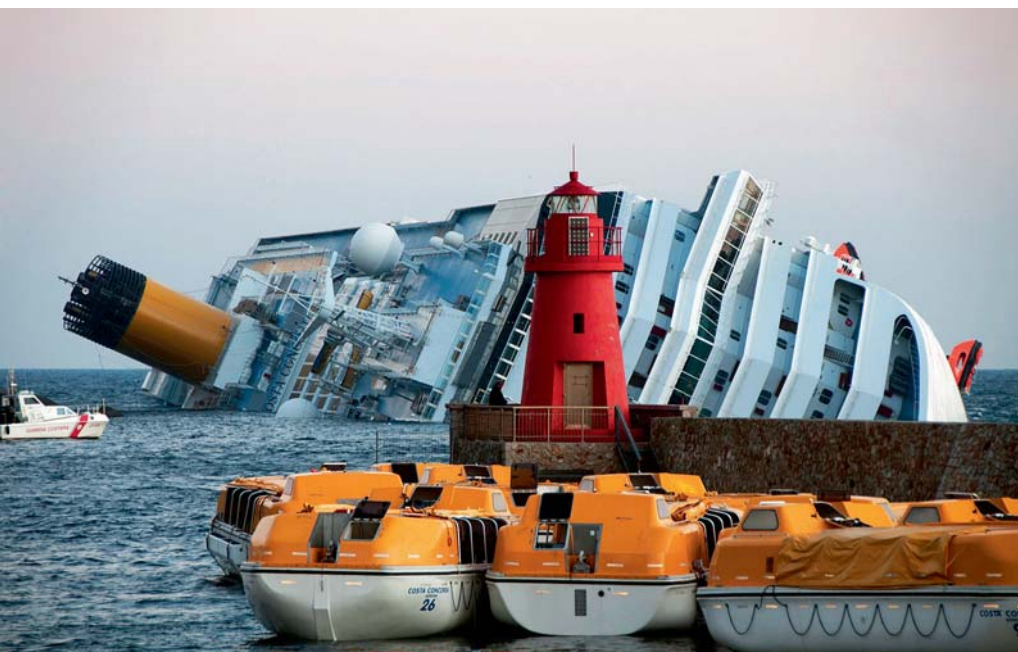


Photo: Wikipedia®

ally advised captains to steer their ships very close to the shore at some key locations – for PR purposes. Costa Cruises has denied these accusations, and unless other captains step up to confirm the story, the whole thing will probably become a non-issue.

Nevertheless, in the digital age, wars of words can be lost and won in a heartbeat – regardless of whether those words are true or not. Costa Cruises already received a little taste of this as a story went out that Costa Cruises had offered a 30 % discount on future cruises to guests who were on board the Costa Concordia for the cruise of January 13th and involved in the tragic accident.

This information published by a newspaper – and reported in various media – was unfounded, as was confirmed by the very same English passenger who was quoted by the newspaper. But the damage was already done as the story was out and talk-show hosts around the world were talking about Costa Cruises – and not in a good way.

Instead of discount deals, Costa Cruises is offering a € 11,000 lump-sum payment to all passengers, (including non-paying children) onboard Costa Concordia during the accident. Costa has also pledged not to deduct any amount paid by any insurance policy stipulated by the guests from this sum. From a PR point of view, however, this may be too little, too late.

MORE SKELETONS?

There might be more scandals lurking beneath the surface as well. According to The Independent, Italian magistrates will be asked to investigate claims that Costa Cruises tried to cover up a similar incident in 2005. At the time, Costa Cruises' Fortuna allegedly struck rocks near Sorrento.

An official photographer for Costa Cruises has come forward saying he took photographs which show the listing cabins and damage to the vessel – but the pictures were confiscated by company officials. ■

SAMI J. ANTEROINEN

ny's health, environmental, safety, and security practices.

Hunn and senior health and safety executives from each of the lines will review all safety and emergency response policies and procedures, officer and crew training and evaluation, bridge management and company-wide response and support efforts. Hunn will report to the Health, Environment, Safety & Security Committee of the Board, and to Howard Frank, vice chairman and chief operations officer of Carnival Corporation.

In addition, the Health, Environment, Safety & Security Committee is engaging outside industry-leading experts in the fields of emergency response organisation, training and implementation to conduct an audit of all of the company's emergency response and safety procedures and to conduct a thorough review of the Costa Concordia accident. The company-wide initiative will identify lessons learned and best practices to further ensure the security and safety of all passengers and crew.

GROUND ZERO

What about the impact on the cruise line business itself? It's too early in the game to say – but at least a temporary setback in sales is to be expected, given that the acci-

dent occurred early during "wave season," the peak cruise-booking period (from January through March.)

Industry experts agree that there may be some sort of backlash. For example, Simon Duvall of SimonCruises.com told USA Today that it is hard to see the industry not experiencing at least a small short-term slowdown from this. Duvall pointed out that the images and stories coming out of Italy are shocking even to those of us who love cruising and consider it safe – so for a first-timer this incident could well be a real deal breaker.

Analysts have been sympathetic to the plight of the industry, since it already had plenty of problems to contend with – from fuel price volatility and capacity absorption to economic turmoil. Also, while Carnival will take a dent in its shield, RCCL might be able to escape with its armor intact. Some experts have also pointed out that once the issue is off the headlines in the papers, people tend to forget quite quickly.

HEART OF THE MATTER

Still, the reputation of Costa Cruises is clearly on the line, as Francesco Schettino, the captain of the unfortunate vessel, has made claims that the cruise line actu-

Supreme Insulation Know-how for Challenging Conditions

According to DNV (Det Norske Veritas) oil leakage hitting hot spots on engines is the most common cause of engine room fires on board ships. More than 60% of all engine room fires have been initiated by a hot spot.

The International SOLAS Convention determines that all surfaces above 220°C are to be insulated or equivalently protected in order to avoid ignition of flammable liquids. Properly installed, insulation ensures cooler surfaces and prevents engine room fires.



The pictures show how well Adi-XP® insulates exhaust pipes on a marine engine compared to a traditional insulation system, notice the damaged insulation.



Adiabatix Oy has been specializing in advanced insulation solutions for marine, offshore, nuclear power and process applications since 2000. The Adiabatix module system is a patented and economical solution which advances safety, and saves time and energy.

"Our tailor-made insulation solutions are extremely durable and, thanks to our unique assembly system, easy to install and remove", explains Arto Laasanen, Managing Director of Adiabatix. "We co-operate with a large engine manufacturer, and our insulation systems are already in use in various cruisers, passenger ships, cargo vessels and oil rigs", he continues.

The Adi-XP® insulation module is especially designed for insulating exhaust ducts or other high-temperature marine engine pipes. Adi-XP® has proved its effectiveness and endurance in action. The oldest modules still in use and in good shape are more than 10 years old. ■

More information: www.adiabatix.fi



Yamal LNG Aker Arctic's next challenge

Advanced ice model testing facilities and decades of experience give Aker Arctic Technology a very good understanding of the problems involved in designing ships capable of navigating in ice and breaking through it. Unique technologies developed by the company, such as double-acting vessels, lead the field. The company has over 40 years of experience in developing ships for efficient operation in ice, and has recently achieved remarkable new references in opening up new trades and solutions for Arctic operations.

Pod drives were central to the development of the double-acting principle that allows vessels to proceed ahead in thinner ice and astern in heavier ice. The first of such cargo vessels, the *Tempera* and *Mastera* Aframax-class tankers, delivered from Japan to Neste Oil in 2002 and 2003, feature pod drives and a

double-acting design. When double-acting vessels operate astern, the milling action of the propeller helps cut a path for the ship through the ice, and the water flow automatically flushes the hull, easing the ship's progress. This makes it possible to make "green" icebreaking with close to 50% less energy and fuel consumption compared to traditional methods – and without icebreaker assistance.

The latest fruits of AARC's intensive product development programme have been reflected in a number of contracts for the design of a new generation of multipurpose and ice management icebreakers. Today Aker Arctic is working in close co-operation with Novatek's subsidiary OAO Yamal LNG in their FEED for a natural gas production project in Sabetta in the Northern Yamal peninsula. Extensive development and model testing has already proven that large 170.000 cu.m size gas carriers can be used for regular transports in the challenging ice conditions with thicknesses regularly up to two metres. The ships are expected to enter service by 2016. ■

CHALLENGES IN CONVERSION PROJECTS

Conversions are a big part of every cruise ship's life. Reasons for conversions are many: keeping the vessel attractive to passengers, increase the earning capacity, update the technology, reduce energy consumption or improve stability among others.

To verify the feasibility of any significant conversion, the two most important items to check are escape arrangements and stability; if the staircases are not wide enough it is often better to reconsider the conversion scope. Similarly, if a conversion needs a sponson-ducktail due to stability, it is better to know this well in advance.

Even if easier to solve, structural fire protection is an important item. A structural fire protection plan needs to be prepared early enough in order to get the new arrangement approved by authorities and to enable the contractors to buy correct materials for the work. Ship wide electrical safety systems and HVAC

need attention as well; sometimes the existing systems do not allow expansions, or there is not enough capacity left for planned conversion.

Additional challenges in conversions are the availability of drawings: typically it is difficult or even impossible to get hold of all the original drawings. Also following rules and regulations is not that straightforward: often you cannot – and should not – follow the current regulations, but you have to know what regulations were in force when the ship was built.

Even if conversions are often more challenging than new-buildings, with good engineering you can avoid costly surprises, get the authorities' approval in time and help contractors to have correct materials and drawings for their work. ■

More information: www.foreship.com

WatMan SWRO

Seawater Reverse Osmosis (SWRO) rejects typically 98.5–99.5% of the salinity in one pass.

In large-scale production, energy consumption creates a noticeable expense. In conventional SWRO systems, typical energy consumption varies from 6 to 10 kWh/m³-fresh water, depending on salinity, temperature and recovery rate among others. In state-of-the-art systems with energy recovery the energy consumption can be as low as 2...4 kWh/m³-fresh water.

On the other hand, 1-pass SWRO can produce fresh water with about 100 mg/l of chloride at its best. These high rejection systems always need an average feed pressure of 55–70 bars. So called 2-pass SWRO can remove even up to 99.9 % of the total salinity, meaning less than 20 mg/l of chloride, without significantly increasing the energy consumption. These high rejections are often required to achieve high potable water quality.

WatMan SWRO Systems can help you to produce extremely low-salinity fresh water with very low energy consumption. This means less energy, less maintenance, less down-time, less costs and more customer satisfaction. Less is sometimes more. ■

More information: www.watman.fi

Puttek Oy – Specialists for Pipe Clamps and Supports

Based in Toijala (Finland), Puttek Oy is a company specialised in the production of high quality pipe clamps and supports for ships and offshore structures. Established back in 1982 it is today the largest supplier of such components for the Finnish shipbuilding industry. The clients list comprises renowned shipyards in Finland, Germany, France and Russia.

Puttek's sophisticated product range features a vast variety of steel and aluminum pipe clamps and supports, which are surfaced and insulated as specified by the client. Custom made products manufactured according to client drawings and specifications are supplied as well. Thanks to their outstanding quality Puttek's products are used in numerous demanding types of vessels and offshore structures, including cruise vessels, oil tankers, gas tankers, oil drilling platforms as well as storage tankers. Passenger shipping references include e.g. Royal Caribbean Cruise lines "Oasis of the Seas" and "Allure of the Seas" ■

More information: www.puttek.fi



Pedro Oy – producer of upholstered specialty furniture

Pedro Oy was founded in 1988 and its located in Lahti economic region, southern Finland. Pedro is the leading upholstered furniture producer in Finland. The products include chairs, easy chairs and sofas for homes, public spaces and ships. Product design and development are carried out in conjunction with clients and designers. One strong area of expertise is high-quality sofa beds.

The company has supplied furniture for luxury cruisers throughout its entire history and one of the latest orders were made to the largest cruisers in the world, Oasis of the Seas and Allure of the Seas. For these we delivered for example theatre chairs, restaurant sofas and chairs and other upholstered products, for example walls, doors and railings. Additional area of expertise is the furniture of cabins and hotel rooms, which require officially accredited materials with durability and high quality. ■

More information: www.pedro.fi





Celebrity Silhouette – Main Dining room with a transparent Wine Store of 2100 bottles in +5 degrees Celsius, by Merima.

Merima – quality passenger vessel interiors

Merima Oy specialises in designing, building and installing public passenger areas of cruise ships, cruise ferries and ro-ro passenger vessels.

Since 1987 more than 400 ships have areas onboard produced, installed and turn-key delivered by Merima – from Spa areas, bars and lounges to complete big theatres, main dining rooms and main Atrium areas onboard of some of the world's biggest cruise ships. Merima also supplies materials and furniture for ships.

The company's head office and 8,500 sq.m production facilities are located in Helsinki, Finland. There are subsidiaries both in Florida, USA and in Shanghai, China. Site offices are established at the client shipyards, where the ships are built and the installation takes place.

"Prefabrication of interior modules is becoming even more important these days, as time schedules are getting tighter," says Lauri Haavisto, Managing Director and CEO of the company. He explains how the interior modules are pre-installed already at the production plant, to guarantee that everything fits. The parts are then taken apart, transported to the shipyard and re-installed onboard. "This saves a lot of time and onboard installation work. The less time you spend onboard, the more efficient production becomes," he notes.

In addition to public area projects for newbuildings, Merima is increasingly involved with area refurbishments, conversions and upgrading. Tight time schedules require experience combined with flexibility, qualities which Merima has refined over 400 ship projects. ■

More information: www.merima.fi

Promeco saves their customers' time, money and resources

Their secret is in the comprehensive service, which covers the turnkey solutions from R&D to manufacturing and life cycle support. Customers can obtain either comprehensive service chain or just part of it.

Promeco's solutions include e.g. control systems for steering units, main switchboards for power distribution, low-voltage power production and distribution control centers as well as exhaust systems for diesel engines.

RECOGNISED MANUFACTURER

Company has over 30 years of tradition in maritime projects, and well-known marine rating institutions have approved their comprehensive solutions.

"First class companies in the field, such as Rolls-Royce, Wärtsilä, ABB Marine and STX have found us a first-class contract manufacturer", says Esa Pyöriä, CEO of Promeco Group.

EMPHASIS ON OWN R&D

All the components in the value chain must be optimised to work together to deliver optimum performance, from product design onwards. This is why Promeco has prioritised the importance of R&D and motivated personnel to create the right foundation for their overall offering.



Promeco is an innovative partner for shipbuilding and offshore industry.

"By having our own R&D we save our customers' time, money and resources, as the entire process can be completed without interface problems. Our product development professionals work in close co-operation with both our production and customers. Streamlined operations ensure that being a leader in what we produce also translates into flexibility and high standards of service for our customers. It is one of our priorities that our products always leave us in prime condition", Pyöriä states. ■

More information: www.promeco.fi

ISOVER's new insulation solutions win new markets in Marine insulation

STX Finland Oy and Saint-Gobain Rakennustuotteet Oy (ISOVER) have signed an agreement to deliver ISOVER Marine products (thermal, fire, acoustics and pipe insulation) for their vessels to be built in Finland. The agreement runs until the end of 2013. Initially, 3 vessels are going to be built: an innovative fisheries research vessel, an environmentally friendly multi-purpose deck cargo vessel and a cruise ferry for Viking Line (2012). The total amount of insulation materials (ULTIMATE and glass wool) will be over 100,000 m² / ferry.

ISOVER has also an option to sister ferry (2013). The new cruise ferry for Viking Line will be highly innovative and the most environmentally friendly large passenger vessel in the world. Even though it has not yet been finalised, the goal is to use LNG as the fuel. The products are going to be made in Lübz Germany and Forssa Finland. ■

More information: www.isover-technical-insulation.com



Wenda products for shipboard safety and style



Wenda Ltd. specialises in composite technology. The Company designs and manufactures lightweight structures for ships according to customer specifications. "When the goal is to make a structure that is durable and strong but also lightweight, the solution is composites. On ships, light weight and corrosion resistance are crucial, and that makes composites the right choice for a wide variety of applications", says the Company CEO Jan Forsbom.

The latest additions to Wenda shipboard products include a new type of deck seat, a new deck light fixture, a brand new life jacket container product line and IceStop ice prevention system.

A RELIABLE LIFE JACKET CONTAINER PRODUCT LINE

Wenda is proud to present a new life jacket container product line with an abundant selection of life jacket containers in different sizes and shapes. The containers can be installed on ceilings or as benches, boxes or cabinets, and all the models have an opening mechanism that is reliable as well as fast and easy to operate.

AN ELEGANT DECK SEAT

Wenda has developed a new elegant deck seat with several installation options to choose from. The seats can be installed separately or in groups, and the installation is very fast and easy. Several colors available.

A HIGH QUALITY DECK LIGHT FIXTURE

The Wenda reliable deck light fixture is easy to install and use. All the materials are corrosion-proof and the product is available in several colors.

ICESTOP ICE PREVENTION SYSTEM

An unique solution is designed to keep decks unfrozen on arctic ships. IceStop is unbeaten in ease of installation and maintenance. ■

More information:

sales@wenda.fi, www.wenda.fi, www.icestop.fi



ANTTI-TEOLLISUUS MARINE

Antti-Teollisuus Oy is one of the world's leading interior door manufacturers. We provide door solutions with quality, safety and style.

AREAS OF COMPETENCIES

Cabin, Accommodation & Interior fire doors for marine and off-shore applications.

Antti doors are available in C, B-15 and B-30 class with MED & USCG approvals.

REFERENCES

RCI Oasis of the Seas, Allure of the Sea
Celebrity Cruises Solstice, Equinox, Eclipse, Silhouette
Aida Cruises AIDAdiva, AIDAbella, AIDAluna, AIDAblu, AIDA Sol, AIDamar
Tallink Baltic Princess
Stena Nb. 159, Nb. 164
NCL Norwegian Epic

More information: www.antti-teollisuus.fi

Offshore and Marine in HOLLMING WORKS

Hollming Group has had shipyard during 1945-1991 and consists now of five divisions. We Hollming Works Group belong to one of them having five workshops in Finland. We are system supplier.

Hollming Works provides wide range of services for the offshore, marine and subsea industry. We are specialised in manufacturing thrusters, nozzles, seismic winches, secondary winches, AHT winches, offshore crane parts, oil rig equipment, subsea equipment as well assembling and testing demanding complete units.

Our comprehensive service includes welding and sheet metal work of heavy and large steel components, demanding cold forming, CNC-machining, stabilising annealing, surface treating, assembly and testing and project management. Hollming Works Group supplies large, welded and machined steel structures also to other industries (Nuclear Power, Mining, Offshore Wind, pressure vessels etc.).

With our large and modern production facilities and efficient equipment we can serve our customers with large orders as well as turnkey projects in fruitful co-operation with the customer. Our DfM-service (design for manufacturing) helps our customers to get even more competitive equipment to market. ■

More information: www.hollmingworks.com

Parker Hannifin has developed a new high flow filter serie

Parker Hannifin Filtration Group has a long history in marine business. The co-operation with manufacturers like Wärtsilä, Man Diesel, Rolls-Royce and many others has proven the quality and the capabilities of Parker products.

To strengthen its product offering Parker Hannifin has developed a filter serie with flow rates up to 11200 l/min. Filters are available in both single and duplex versions. Standard pressure rating is 10 bars. For demanding applications these filters are also available as stainless steel versions.

With this new serie Parker Hannifin can now offer a full coverage of duplex and simplex filters to full fill the needs in marine applications including engine lubricating oil, fuel oil and hydraulic filtration. Parker Hannifin has also got a competitive offering of oil condition monitoring products to monitor the cleanliness of liquid systems on board of ships. ■



More information: www.parker.com

Olli Kaljala says that technical details are just one part of safety: "A significant factor is the operation of vessels which is best ensured by the safety management system of the ship manager."

Photo: Risto Valkeapää

Safety culture of shipping companies key issue for classification society

Olli Kaljala, the Country Chief Executive of Bureau Veritas Finland, says that classification societies such as Bureau Veritas mainly focus on issues of technical nature. After all, technical solutions – which are built and maintained according to international rules and regulations – lay the basis for safety.

"However, the possibility of a human error is such a central issue that it must be taken into consideration when you evaluate ships' safety," says Kaljala.

Olli Kaljala himself has worked also at an oil company's shipping division and therefore knows safety ideology from an area where ISM (International Safety Management) was introduced very early on in marine industry.

"For the most part, in all operative incidents and accidents, it is the human factor that has the leading role. The central element is the safety culture of the shipping companies. The top management must be aware of what's happening at sea, so that everything can be done by the book with regards to safety."

According to Kaljala, the safety management systems and taking into account the human factor are part of the business for most classification societies nowadays.

"The class always runs into the human factor when there is an exceptional situation or an accident. The human factor must be integrated into the whole safety thinking. As preemptive measure, we are performing auditing of the shipping companies' safety management system which maps out the functionality of the system and seeks to eliminate risk factors."

Kaljala points out that safety thinking becomes more important in demanding environmental circumstances – for Bureau Veritas, for instance, special vessels are an important segment. "For instance, the Caspian Sea's ice-breaking tugs, which were built in Romania by STX Europe, are ICE Class 1A Super according to BV classification. In Finland, Bureau Veritas is known as the classification society of several passenger ferries which operate in the often harsh winter conditions of the Gulf of Finland," Kaljala adds. ■

RISTO VALKEAPÄÄ



SeaKing – leading catering systems

SeaKing is the world's leading provider of catering systems for cruise liners and passenger vessels. We realise the owner's vision of the ship through its galleys, bars and pantries. Our catering systems are designed to meet international hygiene standards used in the marine industry and to survive heavy-duty industry.

SeaKing is also the leader in cruise ship renovation and repair. We have been in the market since 1985, consistently and reliably offering only top quality catering systems. From planning, implementation and maintenance of our catering systems, we are fully committed to our customers.

From start-up support to after sales services, we ensure our customers get the most from their catering systems. Our product range also includes modular pantries and ventilation hoods & canopies. ■

More information: www.seaking.fi

company directory



Photo: Royal Caribbean Cruises Ltd

ABB OY, MARINE

P.O. Box 185
FI-00981 Helsinki
Finland
Phone +358 10 2211
Fax +358 10 222 2350
www.abb.com/marine

**Contact Person**

Marcus Höglom
VP Sales
marcus.hogblom@fi.abb.com

Facts & Figures

Personnel: 200
Established: 1889

Specialty Areas

ABB Marine is the leading manufacturer of electric power and propulsion systems. We are a global maritime organisation, providing reliable, safe and environmentally friendly solutions and qualified services to ship owners, operators and yards reducing operational costs and ensuring optimum vessel lifecycle.

ACM-TRADING LTD

Ketunleivänkuja 4, FI-21110 Naantali, Finland
Phone +358 20 799 1400
Fax +358 20 799 1409
firstname.lastname@acm-trading.fi
www.acm-trading.fi

**Contact Person**

Kari U. Laiho

Specialty Areas

Complete PUSHPIN®-ATB-Coupler System for Pusher Tug and Barge combinations. Available models 2 or 3 pin executions, with electro-pneumatic or electro-hydraulic controls with modern PLC controls. New Model! PUSHPIN®-SliderRig – Coupler enabling to be engaged during loading and discharging. Pin forces from 150 Tons up to 3000 Tons, from River ATBs to Large Offshore ATBs, 11 systems in service. Concept design, Feasibility Studies and total installation engineering and supervision including class approvals with FEM-analysis. Electro-Hydraulic EHS Actuators for valve control and remote sounding systems with total BUSLoop systems for all kind of vessels. Cooling control systems for HT-, LT-, LO-, SW- etc. cooling circuits. Marine Pumps, Marine Butterfly valves In house already over 40 years experience.

ADIABATIX OY

Pääportti 3
FI-65320 Vaasa
Finland
Phone +358 6 3610 390
Fax +358 6 3610 391
contact@adiabatix.fi
www.adiabatix.fi

**Contact Person**

Arto Laasanen
Managing Director
arto.laasanen@adiabatix.fi

Facts & Figures

Established: 2000

Specialty Areas

Adiabatix Oy has been specialising in advanced insulation solutions for marine, offshore, nuclear power and process applications since 2000. Adiabatix module system is patented and economical solution which advances safety, and saves time and energy.

AKER ARCTIC TECHNOLOGY INC

Merenkulkijankatu 6
FI-00980 Helsinki
Finland
Phone +358 10 670 2000
Fax +358 10 670 2527
info@akerarctic.fi
www.akerarctic.fi

Aker Arctic

Contact Person

Mikko Niini
President
mikko.niini@akerarctic.fi

Facts & Figures

Turnover: EUR 7 million
Established: 2005
Parent Company: STX Finland Oy

Specialty Areas

Aker Arctic is running the only privately owned ice model testing facility in the world. The company continues the R&D work of the former Masa-Yards' Arctic Technology Centre MARC in Finland, offering R&D services on maritime transport systems, ships, offshore structures and ports, ship and propulsion system design and ice navigation training.

ALUWOOD AB

Verkaregränd 6
FI-22120 Mariehamn
Finland
Phone +358 18 192 00
Fax +358 18 139 78
info@aluwood.eu
www.aluwood.eu

**Contact Person**

Kenneth Sundlöf
Managing Director

Facts & Figures

Turnover: EUR 2,6 million
Personnel: 15
Established: 1949

Specialty Areas

Fire classified wall and ceiling panels with a surface layer of genuine wood veneer, plastic laminate, foil and textile fabrics.

ANTTI-TEOLLISUUS OY, MARINE

Koskentie 89
FI-25340 Kanunki
Finland
Phone +358 2 774 4700
Fax +358 2 774 4777
wmd@antti-teollisuus.fi
www.antti-teollisuus.fi

**Contact Person**

Toni Leino
Sales Manager
toni.leino@antti-teollisuus.fi

Subsidiaries & Representatives

Germany, Benipo Oy, USA, Almaco Group Inc, www.almaco.cc

Specialty Areas

Cabin, Accommodation & Interior fire doors for marine and off-shore applications
Antti doors are available in C, B-15 and B-30 class with MED & USCG approvals

AURAMARINE

P.O. Box 849
FI-20101 Turku
Finland
Phone +358 204 86 5030
Fax +358 204 86 5031
sales@auramarine.com
www.auramarine.com

Facts & Figures

Personnel: 100
Established: 1974
Parent Company: Hollmings Ltd

Subsidiaries & Representatives

Auramarine Asia Ltd, China

Specialty Areas

Auramarine has wide-ranging experience in liquid flows and this craftsmanship is utilised in designing and manufacturing of fuel oil supply systems, marine gas oil handling systems and ballast water treatment systems.

BEACON FINLAND LTD OY

P.O. Box 228
FI-26101 Rauma, Finland
Phone +358 2 8387 9500
Fax +358 2 8387 9510
beacon@beaconfinland.com
www.beaconfinland.com

Contact Person

Timo Rintala
timo.rintala@beaconfinland.com

Facts & Figures

Personnel: 13
Established: 1987

Specialty Areas

Ship Design Services
• concept and basic design, strength and vibration analysis
• design of tugs, pilot- and workboats
Equipment for Pusher-Barge combinations
• design and manufacturing of JAK®- ATB Coupling System
• mounting design & strength analysis
Solutions for Offshore Vessels
• design and manufacturing of BeaCan™ Propulsion Container (Canister)

See pages 41 and 54

BUREAU VERITAS

Hermannin rantatie 10
FI-00580 Helsinki
Finland
Phone +358 10 830 8630
Fax +358 10 830 8690
helsinki@fi.bureauveritas.com
www.bureauveritas.com

Contact Person

Olli Kaljala
Chief Executive
olli.kaljala@fi.bureauveritas.com

Facts & Figures

Personnel: 65
Established: 1984 (Finland)
Parent Company: Bureau Veritas SA (est. 1828)

Specialty Areas

Survey of ships & ship equipment, classification of newbuildings.
Inspection of industrial products & goods for international trade.
Certification of management systems against international standards.

ELEKTROSKANDIA SUOMI OY

P.O. Box 360
FI-05801 Hyvinkää
Finland
Phone +358 10 509 311
Fax +358 10 509 3222
www.elektroskandia.fi

Contact Person

Juhani Lehtinen
Regional Director, SW Finland and Marine
juhani.lehtinen@elektroskandia.fi

Facts & Figures

Turnover: EUR 220 million (2011)
Personnel: 313 (2011)
Established: 1923
Parent Company: Rexel Group

Specialty Areas

Electrical wholesaling; Electrical items such as electrical installation materials, cables, cable racks, cable penetrations and seals. Also deliveries of all electrical items for marine business.

ELOMATIC MARINE ENGINEERING LTD

Itäinen Rantakatu 72, FI-20810 Turku, Finland
Phone +358 2 412 411
Fax +358 2 412 4444
info@elomatic.com
www.elomatic.com

Contact Person

Heikki Pönttynen, Senior Vice President, heikki.ponttynen@elomatic.com

Facts & Figures

Turnover: EUR 40 million
Personnel: 700
Established: 1970
Parent Company: Elomatic Ltd

Subsidiaries & Representatives

Juha Husu, Turku, Finland
Henrik Bachér, Helsinki, Finland
Veikko Jussila, Gdańsk, Poland
Ivan Maksić, Belgrade, Serbia
Kari Pehkonen, Shanghai, P.R. China

Specialty Areas

Comprehensive design and engineering services for marine and offshore covering all disciplines.

EVAC OY

Sinimäentie 14
FI-02630 Espoo
Finland
Phone +358 20 763 0200
Fax +358 20 763 0222
firstname.lastname@evac.com
www.evac.com

Contact Person

Mika Karjalainen
mika.karjalainen@evac.com

Facts & Figures

Turnover: EUR 51,8 million

Specialty Areas

Evac is an international company that forms part of the French Zodiac Marine & Pool Group. Evac designs, manufactures and markets environmentally friendly waste and wastewater collection and treatment systems for the shipbuilding and building industry. Skilled personnel, professional design and high-quality technical solutions have facilitated continuous growth, both in turnover and market share.

EXIT-PAINIKE KY

P.O. Box 78
FI-61801 Kauhajoki
Finland
Phone +358 6 231 4034
Fax +358 6 231 4112
exitpainike@exitpainike.fi
www.exitpainike.fi

**Contact Person**

Timo Hakala

Specialty Areas

EXIT 6000 series emergency doors.
(EXIT panic device)

FORESHIP LTD

Hitsaajankatu 4 A
FI-00810 Helsinki
Finland
Phone +358 20 730 9090
Fax +358 20 730 9091
office@foreship.com
www.foreship.com

Contact Persons

Janne Lietzén
Managing Director
janne.lietzen@foreship.com
Markus Aarnio
VP Competence Centre
markus.aarnio@foreship.com

Specialty Areas

Foreship's Naval Architects and Marine Engineers specialises in challenging conversions and newbuilding concept designs. Foreship is also a major design and engineering service provider for new buildings.

HOLLMING WORKS OY

P.O. Box 96
FI-28101 Pori
Finland
Phone +358 20 486 5040
Fax +358 20 486 5041
firstname.lastname@hollmingworks.com
www.hollmingworks.com

Contact Person

Martti Artama
Managing Director

Facts & Figures

Turnover: EUR 60 million
Personnel: 550
Established: 2002
Parent Company: Hollming Ltd

Specialty Areas

In Sea, Offshore and SubSea section: Propulsion units, thrusters, nozzles, oilrig parts, anchorhandling towing winches, secondary winches, streamer winches, gun winches, rudders, fairleads, subsea structures, pressure vessels and other demanding offshore constructions. Services also in Energy, Mineral, Process and Pulp&Paper sections.

OY LINDAB AB

Juvan teollisuuskatu 3
FI-02920 Espoo, Finland
Phone +358 20 785 1010
Fax +358 20 785 1074
info@lindab.fi
www.lindab.fi

Facts & Figures

Turnover: EUR 7 million
Personnel: 67
Established: 1988
Parent Company: Lindab Group

Specialty Areas

Lindab was founded in Sweden in 1959 and is divided into two business areas: Ventilation and Profile. Ventilation and Profile develop, produce and market ventilation- and building components in sheet metal. Today Lindab is one of the world's leading suppliers to the ventilation business, and we do not want to give up that position. We will continuously develop and strengthen the abilities we possess today: knowledge, logistics, design and dialogue – and in doing so, we will make the difference to ensure our customer's continued success. For more than 30 years, the "Lindab – marine" products have been part of ventilation installations all over the world. The compact size and the approved marine insulation, combined with the unique Lindab Safe Click system, makes it the ideal choice for installations on all types of ships.

JOPTEK OY COMPOSITES

Kerantie 7-9
FI-81720 Lieksa
Finland
Phone +358 20 743 9150
Fax +358 13 523 710
info@joptek.fi
www.joptek.fi

Contact Person

Aku Lampola
Managing Director
aku.lampola@joptek.fi

Facts & Figures

Turnover: EUR 8,5 million (2011)
Personnel: approx. 90
Established: 1985

Specialty Areas

Modular balconies
Divider walls and handrails
Toilet and bathroom modules
Composite floors and walls
Sandwich structures

JUKOVA OY

Jukovantie 20
FI-21430 Yliskulma
Finland
Phone +358 10 474 444
Fax +358 10 474 4290
jukova@jukova.fi
www.jukova.fi

Contact Person

Stefan Sundblom
stefan.sundblom@jukova.fi

Specialty Areas

Modular balconies
Sliding doors
Balcony divider walls
Glass railings

2 6 7

KOJA MARINE

P.O. Box 351
(Lentokentänkatu 7)
FI-33101 Tampere
Finland
Phone +358 3 282 5111
Fax +358 3 282 5404
marine@koja.fi
www.koja.fi

**Contact Person**

Esko Nousiainen
Director
esko.nousiainen@koja.fi

Facts & Figures

Turnover: EUR 83,3 million
Personnel: 240
Established: 1935
Parent Company: Koja Group

Specialty Areas

Air conditioning systems, air conditioning units, system design and material deliveries. Cargo ventilation systems. Air Conditioning turn-key deliveries, HVAC electrical / automation systems.

2 3 7

KONEPAJA HÄKKINEN OY

Konekuja 4, FI-21200 Raisio, Finland
Phone +358 20 781 3400
Fax +358 20 781 3402
konepaja.hakkinen@konepajahakkinen.fi
www.konepajahakkinen.fi

Contact Persons

Mika Penttinen, Managing Director, mika.penttinen@konepajahakkinen.fi
Jukka Runola, Sales Director, jukka.runola@konepajahakkinen.fi

Facts & Figures

Turnover: EUR 46 million
Personnel: 360
Established: 1980
Parent Company: Konepaja Häkkinen Oy

Subsidiaries & Representatives

Tikkakosken Konepaja Oy and Rautpohjan Konepaja Oy

Specialty Areas

The most valued long term partner in supply of demanding machined casting, forging and welded steel components for a energy, inshore, offshore, subsea, maritime, mining, pulp and paper industries. Focus area medium and large size demanding components as well as small and medium batch products manufacturing's before mentioned industrial sectors.

4

LAUTEX OY AB

P.O. Box 58, FI-03101 Nummela, Finland
Phone +358 9 224 8810
Fax +358 9 222 5447
sales@lautex.com
www.lautex.com

**Contact Persons**

Jarno Soimila, Sales Director
Phone +358 40 517 9502
Jussi Pärssinen, Sales Manager, Shipbuilding
Phone +358 400 268 851
Alexandru Filimon, Export Sales Manager
Phone +358 40 835 1804

Facts & Figures

Turnover: EUR 10,4 million
Personnel: 80
Established: 1951
Parent Company: Christian Berner Invest AB

Specialty Areas

Ceilings for ship accommodation and public spaces, such as metal panels, profiles, tiles and grating in aluminium or steel. Special ceilings, domes and beams etc. Various finishes possible: real wood finish, digital coating etc.

4 7

LEMMINKÄINEN INFRA OY

Puusepätie 11
FI-04360 Tuusula
Finland
Phone +358 20 715 7713
www.lemminkainenomni.fi

**Contact Person**

Tomi Hulmi
tomi.hulmi@lemminkainen.fi

Facts & Figures

Turnover: EUR 790 million
Personnel: 3 160
Established: 1910
Parent Company: Lemminkäinen Oyj

Specialty Areas

Outdoor/indoor deck surfaces, auditorium seating systems, recreation / sport artificial turfs, climbing walls.

9

LEPO PRODUCT OY

Villähteentie 547
FI-15540 Villähde
Finland
Phone +358 3 871 750
Fax +358 3 871 7555
sales@lepoproduct.fi
www.lepoproduct.fi

**Contact Person**

Kimmo Kontti
kimmo.kontti@lepoproduct.fi

Specialty Areas

High quality seatings
Refurbishments

2 7 9

OY MATATEC SERVICES AB

Oy Matatec Services Ab

Länsilaituri 1
FI-20200 Turku
Finland
Phone +358 2 2501 852
Fax +358 2 2501 853
matatec@netti.fi
www.matatec.com

Contact Person

Magnus Ekman
magnus.ekman@matatec.fi

Facts & Figures

Established: 1983

Specialty Areas

Voyage Repairs and Maintenance on board, in ports, alongside yards berth. Upgrading and retrofits services for OEM partners.

MERIMA OY

Tatti 10
FI-00760 Helsinki
Finland
Phone +358 9 350 9300
Fax +358 9 388 2133
contact@merima.fi
www.merima.fi

Contact Person

Ari Nylund
Export Manager

Facts & Figures

Turnover: EUR 45 million (2010)
Personnel: 80 (2010)
Established: 1987

Specialty Areas

Turn-key interior outfitting for cruise ships, ferries and Ro-pax vessels.
Cabin furniture deliveries

OY NAUTI-ELECTRONICS AB

Motorgatan 11
FI-65170 Vaasa
Finland
Phone +358 6 317 2911
Fax +358 6 317 2912
sales@nautiele.fi
www.nautiele.fi

Contact Person

Leif Hagner
leif.hagner@nautiele.fi

Facts & Figures

Turnover: EUR 1 million
Established: 1983

Specialty Areas

Marine Electronics
Navigation
Communication
Interfaces

OILON OY

P.O. Box 5
FI-15801 Lahti
Finland
Phone +358 3 857 61
Fax +358 3 857 6239
www.oilon.com

Contact Person

Jani Kurikka
jani.kurikka@oilon.com

Facts & Figures

Turnover: EUR 70 million
Personnel: 360
Established: 1961

Specialty Areas

Oil & gas burners for marine applications

ONNINEN OY

P.O. Box 109
FI-01301 Vantaa
Finland
Phone +358 20 485 5111
Fax +358 20 485 5500
www.onninen.fi
www.onninen.com

Contact Person

Tapio Hjort
Sales Group Manager
tapio.hjort@onninen.fi

Facts & Figures

Personnel: 3 000
Established: 1913

Specialty Areas

Onninen provides comprehensive materials services to contractors, industry, public organisations and technical product retailers. We are a family-owned company and have operated in the industry since 1913. We have 3,000 employees in our Finnish, Swedish, Norwegian, Polish, Russian, Baltic and Kazakhstan operations.

PARKER HANNIFIN MANUFACTURING FINLAND OY

Salmentie 260
FI-31700 Urjala As.
Finland
Phone +358 20 753 2500
Fax +358 20 753 2501
filtration.finland@parker.com
www.parker.com

Contact Person

Jyrki Sandt
jyrki.sandt@parker.com

Facts & Figures

Personnel: 135
Established: 1964
Parent Company: Parker Hannifin

Specialty Areas

Filtration: Lubrication oil filtration, fuel oil filtration, hydraulic filtration.
Condition Monitoring

PARMARINE OY

Cabins and bathrooms:
P.O. Box 95
FI-30101 Forssa
Finland
Phone +358 3 777 7400
sales.marine@parmarine.fi

Fire doors:
P.O. Box 22
FI-79101 Leppävirta
Finland
Phone +358 17 570 211
sales.master@parmarine.fi

Contact Person

Risto Kallio
risto.kallio@parmarine.fi

Specialty Areas

Cabins and bathrooms
A60 hinged and sliding fire doors
A 60 SWT and LWT sliding fire doors
A60 fire walls
B15 cabin doors

PEDRO OY**PEDRO.fi**

Tehdastie 4-6
FI-15560 Nastola
Finland
Phone +358 3 873 900
Fax +358 3 873 9010
www.pedro.fi

Contact Person

Juha Lehtonen
Managing Director
juha.lehtonen@pedro.fi

Facts & Figures

Turnover: EUR 2,4 million €
Personnel: 22
Established: 1988

Specialty Areas

Special furnitures for ships and hotels.

PEMAMEK OY**Pema**
WELDING AUTOMATION

P.O. Box 50
(Lamminkatu 47)
FI-32201 Loimaa, Finland
Phone +358 2 760 771
Fax +358 2 762 8660
www.pemamek.com

Contact Person

Jukka Rantala
Director, Sales & Marketing
jukka.rantala@pemamek.com

Facts & Figures

Turnover: EUR 35 million
Personnel: 130
Established: 1970
Parent Company: Pemamek Oy

Specialty Areas

Shipbuilding production automation, patented Vision robot welding stations, unique automation for vertical welding of double bottoms, stations for milling and integrated welding of plates, advanced flat and micro panel lines, robotised profile cutting, edge cleaning and milling lines, material transportation and handling solutions.

PROMECO GROUP OY **Promeco**

P.O. Box 116 (Mettälänkatu 91)
FI-38701 Kankaanpää, Finland
Phone +358 20 759 5300
Fax +358 20 759 5301
promeco@promeco.fi
www.promeco.fi

Contact Person

Jani Leppänen, Sales Director
jani.leppanen@promeco.fi

Facts & Figures

Turnover: EUR 56 million
Personnel: 420
Established: 2008

Subsidiaries & Representatives

KMT Group Oy, Finland, Promeco Sp. z o.o., Poland, JAT-Asennus Oy, Finland, VM-Group Oy, Finland, Promeco Solutions Oy, Finland

Specialty Areas

Main switchboards, Motor starters, Cyclo converters, Electricity distribution centers, Data transfer control systems, Propeller control systems, Steering modules, Mech. and electr. engineering, FSW

PUTTEK OY**Puttek Oy**

Jokitie 8
FI-37800 Toijala
Finland
Phone +358 40 832 0502
Fax +358 3 575 2550
info@puttek.fi
www.puttek.fi

Contact Person

Harri Syrjäläinen
Managing Director
harri.syrjalainen@puttek.fi

Specialty Areas

Pipe clamps and supporting systems for shipbuilding and offshore industry

RAUMA INTERIOR OY **rauma interior**
building business spaces

Hallitie 8
FI-26510 Rauma
Finland
Phone +358 2 8387 8200
Fax +358 2 8387 8210
info@raumainterior.fi
www.raumainterior.fi

Contact Person

Kari Wendelin
Managing Director
kari.wendelin@raumainterior.fi

Specialty Areas

Designed fixed and free-standing Furniture in various Materials especially for Passenger & Crew Cabins, but also for Restaurants, Nightclubs, Coffee Shops, Conference Rooms (Wardrobes & Racks, Dressing Tables, Cabinets, Coffee Tables, Desks, TV-stands, Beds in Wood and Metal, Nightstands, Sofas, Resin Coated Dining Tables, Bardesks, Decorative Columns etc.)

ROLLS-ROYCE OY AB **Rolls-Royce**

P.O. Box 220
FI-26101 Rauma
Finland
Phone +358 2 837 91
Fax +358 2 8379 4804
rolls-royce.finland@rolls-royce.com
www.rolls-royce.com/marine

Contact Person

Liisa Snellman
Communications
liisa.snellman@rolls-royce.com

Facts & Figures

Turnover: EUR 599 million
Established: 1988
Parent Company: Rolls-Royce plc

Subsidiaries & Representatives

Rolls-Royce worldwide sales and service network

Specialty Areas

Thrusters, propulsion systems, winch systems. Stabilizers, steering gears, bearings

POLYFLOR LTD

P.O. Box 3
Radcliffe New Road Whitefield
M45 7NR Manchester
United Kingdom
Phone +44 161 767 1122
Fax +44 161 767 1166
info@polyflor.com
www.polyflor.com

Facts & Figures

Personnel: 900
Established: 1915
Parent Company: James Halstead plc

Subsidiaries & Representatives

RTV-Yhtymä Oy, Mattilantie 1, FI-11710 Riihimäki, Finland
Phone +358 19 74 2267, Fax +358 19 74 2274
mika.rantamaki@rtv.fi

Specialty Areas

The Voyager Transport division of commercial flooring specialists Polyflor Ltd comprises a range of resilient, MED certified safety and decorative floorcoverings for the marine sector.

SAINT-GOBAIN RAKENNUSTUOTTEET OY

P.O. Box 250
(Kerkkolankatu 37-39)
FI-05801 Hyvinkää
Finland
Phone +358 20 775 50
Fax +358 20 775 5321
firstname.lastname@saint-gobain.com
www.isover.fi

**Contact Person**

Matti Reijonen
Sales Manager

Facts & Figures

Turnover: EUR 104 million
Personnel: approx. 400
Established: 1941
Parent Company: Saint-Gobain

Specialty Areas

Saint-Gobain Rakennustuotteet Oy / ISOVER manufactures and sells mineral insulation products for heat insulation, sound reduction, and fire protection on ships. Additional information regarding the new fire insulations is available at: www.isover-ultimate.com

SEAKING LTD

Valimotie 13bB, FI-00380 Helsinki, Finland
Phone +358 9 350 8840
Fax +358 9 3508 8422
sales@seaking.net

**Contact Person**

Pasi Suvanto, VP Sales, pasi.suvanto@seaking.net

Facts & Figures

Personnel: approx. 350
Established: 1985
Parent Company: SeaKing International AG

Subsidiaries & Representatives

SeaKing France, SeaKing GmbH, SeaKing Italy, SeaKing Poland, SeaKing Inc

Specialty Areas

Established in 1985, SeaKing is the Industry's leading provider of functional catering systems to cruise liners and other high-class passenger vessels. SeaKing supports its customers throughout the ship's life cycle with basic design, consulting, equipment deliveries, training, maintenance and upgrading of the catering systems. SeaKing has a large production facility in Poland specialised in stainless steel (including refrigerators, service counters, ventilation hoods and pre-fabricated pantries) and a second production facility in Ft. Lauderdale, aimed at responding to the Industry's growing renovation and repair activities.

SHIPPAX OY

Telakkatie 5
FI-23500 Uusikaupunki
Finland
Phone +358 2 468 812
Fax +358 2 468 8307
info@shippax.fi
www.shippax.fi

**Contact Persons**

Jukka Laitera
jukka.laitera@shippax.fi
Juha Lahtivuori
juha.lahtivuori@shippax.fi

Facts & Figures

Turnover: EUR 10 million
Personnel: 40
Established: 1984

Specialty Areas

Fixcel® Macro Modules
Turn key deliveries
High Genic™ products
Complete multi storey offshore living quarters

OY SIKI FINLAND AB

P.O. Box 49
FI-02921 Espoo
Finland
Phone +358 9 5114 31
Fax +358 9 5114 3300
sika.finland@fi.sika.com
www.sika.com

**Contact Person**

Kai Wingqvist
Industry Manager
wingqvist.kai@fi.sika.com

Facts & Figures

Turnover: EUR 15,6 million
Personnel: 32
Established: 1985
Parent Company: Sika AG

Specialty Areas

Sealing – Bonding – Acoustic Damping – Reinforcing – Protecting

STX FINLAND OY

P.O. Box 666
(Telakkakatu 1)
FI-20101 Turku
Finland
Phone +358 10 6700
Fax +358 10 670 6700
finland@stxeurope.com
www.stxeurope.com

**Specialty Areas**

STX Finland Oy has three shipyards in Finland, Turku shipyard, Rauma shipyard and Arctech Helsinki Shipyard Oy, of which STX Finland Oy owns 50%. STX Finland's subsidiaries include Aker Arctic Technology Oy and STX Cabins Oy, among others. The company belongs to the STX Europe Group, an international shipbuilding group with a product range including passenger ships, ferries, offshore services vessels and specialized vessels. STX Europe has approximately 14,000 employees. www.stxeurope.com

S.A. SVENDSEN OY

Särkiniementie 3 B
FI-00210 Helsinki
Finland
Phone +358 9 6811 170
Fax +358 9 6811 1768
www.sasvensen.com

**Contact Person**

Kimmo Räisänen
Managing Director
kimmo.raisanen@sasvensen.com

Facts & Figures

Turnover: EUR 7,1 million
Personnel: 6
Established: 1981

Specialty Areas

Complete turnkey deliveries for cruise ships and ferries. Interior materials and custom made interior modules. Refurbishments and refits for cruise ships and ferries.

TEKNIKUM OY

P.O. Box 13
FI-38211 Vammala
Finland
Phone +358 3 51 911
Fax +358 3 514 3137
marketing@teknikum.com
www.teknikum.com

**Contact Person**

Hannu Vesterinen
Phone +358 500 233 259

Facts & Figures

Turnover: EUR 40 million
Personnel: 290
Established: 1989
Parent Company: Teknikum Group Ltd.

Specialty Areas

Rubber lining for steel pipes against seawater corrosion. Compressed rubber hoses, bellows and connection hoses for shipbuilding and offshore industry. Moreover we offer customised rubber products for different stages of all industry.

TEVO OY

Hiientie 17
FI-92160 Saloinen
Finland
Phone +358 8 265 8800
Fax +358 8 265 8805
tevo@tevo.fi
www.tevo.fi

**Contact Person**

Marjatta Pyhtilä
Export Assistant
marjatta.pyhtila@tevo.fi

Facts & Figures

Turnover: EUR 20 million
Personnel: 110
Established: 1974

Specialty Areas

Manufacture and service of Bronze Marine Propellers up to 10 m diameter. Offshore steel constructions and special welding. Heavy steel machine building. Manufacture of TEVO Spreader rolls and overhaul.

VTT TECHNICAL RESEARCH CENTRE OF FINLAND

P.O. Box 1 000
FI-02044 VTT
Finland
Phone +358 20 722 4294
Fax +358 20 722 4815
www.vtt.fi

**Contact Person**

Seppo Kivimaa
Vehicle Engineering
seppo.kivimaa@vtt.fi

Facts & Figures

Turnover: EUR 269 million
Personnel: 3 152
Established: 1942

Specialty Areas

R&D services. In vehicle engineering VTT offers expertise in model and full-scale tests, computational fluid dynamics, structural monitoring, structural integrity and dynamics, maritime simulations and virtual prototyping, maritime safety and environmental engineering, small craft design analysis, hydraulics.

WATMAN ENGINEERING LTD OY

Laatukatu 16
FI-15680 Lahti
Finland
Phone +358 20 741 7255
Fax +358 3 752 2750
engineering@watman.fi
www.watman.fi

**Facts & Figures**

Turnover: EUR 2-3 million
Personnel: 10
Established: 1995
Parent Company: Pumpulohja Oy

Specialty Areas

Water treatment, desalination, RO-units, waste water treatment. Pressure vessels and storage tanks, tube heat exchangers, pumps, water management.

WENDA OY

Tuulissuonkuja 1
FI-21420 Lieto
Finland
Phone +358 2 487 0258
Fax +358 2 487 0268
sales@wenda.fi
www.wenda.fi

**Contact Person**

Jan Forsbom
Managing Director
jan.forsbom@wenda.fi

Facts & Figures

Established: 1995

Specialty Areas

Wenda Ltd. specialises in composite technology. The Company designs and manufactures lightweight structures and products for ships according to customer specifications. The latest additions to Wenda shipboard products include a new type of deck seat, a new deck light fixture, a brand new life jacket container product line and IceStop ice prevention system. IceStop is an unique system to keep decks unfrozen on arctic ships.

TRANSRUSSIA

17th INTERNATIONAL EXHIBITION & CONFERENCE
FOR TRANSPORT & LOGISTICS



**TRANS
RUSSIA**

The central logo for the event, featuring the words "TRANS" and "RUSSIA" in a bold, blue, sans-serif font. The text is surrounded by four large, white, stylized arrows pointing outwards in the cardinal directions. The entire graphic is set against a background of a circular arrangement of binary code (0s and 1s) in a light blue color.

24 – 27 APRIL 2012
EXPOCENTRE • MOSCOW

www.transrussia.ru/eng



ORGANISED BY
ITE Group Plc
Julia Wocka-Gowda
Tel +44 207 596 5188
transport@ite-exhibitions.com

Supported by:



MINISTRY OF
TRANSPORT OF
THE RUSSIAN
FEDERATION

General
Sponsor:



25TH



smm-hamburg.com

SMM

keeping the course

4-7 sept 2012

hamburg

**shipbuilding • machinery & marine technology
international trade fair**



Hamburg Messe



ZVEI: VDR



watch trailer



ufi
Approved
Event

Closer relationships for a safer world.

We have an international network of more than 8,000 people across 246 offices. This global reach gives us an unrivalled view of the marketplace and the technical developments shaping today's marine industry. It also ensures that, wherever you are, we will be nearby and able to apply a genuine understanding of local issues and help you operate more safely and sustainably.

Learn more about our global network –
go to www.lr.org/marine



Lloyd's Register is a trading name of the Lloyd's Register Group of entities.
Services are provided by members of the Lloyd's Register Group.
For further details please see our website: <http://www.lr.org/entities>

Lloyd's
Register

LIFE MATTERS