

Finnish technology will break ice in Sakhalin region

ein <u>Schiff</u>

Ship classification inspectors keep an alert eye on shipyards

Meyer Turku's first-ever float-out: Mein Schiff 4



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EDITORIAL

THE WINTER IS COMING

The Finnish marine cluster has seen its share of ups and downs – and the international competition is especially tough in this industry. Still, the Finnish marine companies have several things going for them that will allow for the cluster to be competitive also in the future.

Curiously enough, the rise of the marine industry started as the Finns were trying to deal with winter. Icy conditions have always set high technology and quality demands for Finnish shipping which, in turn, has contributed to the emergence of a competitive maritime industry. In addition, the former Soviet regime gave a push to the industry after World War II – the Soviets demanded steel ships as "retribution" since Finland had ended up on the losing side of the war.

Today, the Finland maritime cluster consists of shipyards, over-all technical suppliers, ship design offices, system, equipment and material suppliers, as well as the offshore industry. Furthermore, Finnish expertise in the maritime industry meets the environmental demands – quite possibly better than anywhere else in the world. Ecological sustainability, energyefficiency and low level of emissions are nowadays in a crucial role when developing new technologies in the marine industry.

And the evolution is ongoing. For example, the Finnish refining and marketing company Neste Oil announced in December that it will bring a low-sulphur marine fuel to market in accordance with the new EU Sulphur Directive requirements. The new fuel – already in distribution – significantly reduces sulphur, nitrogen and particle emissions in marine transportation. The fuel is a domestic product, too, as Neste Oil produces the new fuel at its Porvoo and Naantali refineries.

Also, that original innovative spark of the industry is alive and well. Take Finnish company Marinetek for instance: this manufacturer of marinas and floating solutions is engineering and constructing a 2 600-m² floating activity park in British Gibraltar.

The giant activity park will include, among other things, two full-sized swimming pools, a children's pool, a diving pool with a tower, a climbing wall, a children's playground, a Parkour park and exercise parks for adults and seniors... and lots more.

But why does it have to float? Well, Gibraltar is already fully built-up and the only possibility for expansion is out onto the sea surrounding the Rock. Marinetek came up with a unique solution in a tight spot.

Sounds like just another day at the office for Finnish marine cluster.

JUSSI SINKKO EDITOR-IN-CHIEF

seatec

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The Turku shipyard has certainly hit the ground running under a new management. On October 10, 2014, the first-ever float-out under new ownership, Meyer Werft, was made as cruise ship Mein Schiff 4 got in touch with the water element. CEO Jan Meyer remarked that the day was special in many ways and he was not wrong – after all the turmoil of the "Korean era," the Turku shipyard is now hoping for less stormy seas.

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In the spring of 2014, Arctech Helsinki Shipyard received an order for a total of four new ships from Sovcomflot, Russia's largest shipping company.

Arctech's CEO Esko Mustamäki notes that it is important to build these ships – not only from the point of view of the shipyard, but also for the purpose of livening up the entire Finnish maritime cluster.

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Finnish shipbuilding expertise is still in demand. The Turku shipyard in southwestern Finland was acquired by new German owners who are not only experienced but also have the wherewithal to do things right. Work at Turku shipyard will be continued for a long time yet. This is good news for the shipyard personnel and subcontractors alike.

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Six Shooter

WITH MEIN SCHIFF 4 FLOATED OUT IN OCTOBER, TURKU SHIPYARD TURNS TO MEIN SCHIFF 5 – WITH YET ANOTHER SHIP WAITING IN THE WINGS R

by: SAMI J ANTEROINEN photos: MEYER TURKU OY



The Turku shipyard has certainly hit the ground running under a new management. On October 10, 2014, the first-ever float-out under new ownership, Meyer Werft, was made as cruise ship Mein Schiff 4 got in touch with the water element. CEO Jan Meyer remarked that the day was special in many ways and he was not wrong – after all the turmoil of the "Korean era," the Turku shipyard is now hoping for less stormy seas. With Mein Schiff floated out right on schedule, it was quite apparent that the shipyard employees were quite happy with the new ownership and eager to show their support by working extra hard.

A little over a month later, the shipyard celebrated the start of production of Mein Schiff 5 – an event was witnessed by members of Meyer Turku, TUI Cruises, DNV GL and media representatives. The cutting machine was started by Mike Schwanke, Marketing Director of TUI Cruises.

NEW START

In connection to the cutting ceremony, Jan Meyer commented that the team at Meyer Turku is very pleased and excited to start the production of Mein Schiff 5. Together with its workers, Finnish maritime network and the client TUI Cruises, Meyer Turku is "looking positively" into the future. And the face of the future isn't looking bad, if one were to use the Mein Schiff series as some sort of a measuring stick. The technologically advanced, innovative and environmentally friendly 99,500-GT cruise ships are approximately 294 metres long and some 36 metres wide. They have approximately 1 250



The cutting machine was started by Mike Schwanke, Marketing Director of TUI Cruises.



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Mein Schiff 4 will be delivered to TUI Cruises in spring 2015.

cabins (2 500 lower beds) and a crew of 1 000.

Special attention has been paid to environmental friendliness and energy efficiency of the ships. Each vessel in the series brings approximately 5 000 man-years of labour to Meyer Turku shipyard and a significant amount of work for the Finnish maritime industry network as well. The domestic content of these ships is approximately 80 %.

PROUD MILESTONE

Godja Sönnichsen, Communications Director of TUI Cruises GmbH, describes the start of production to show that TUI Cruises has set a further milestone in the company's expansion. TUI Cruises has set ambitious goals for the next few years, with plans to expand the cruise fleet between now and 2017 from three ships today to six, with 14 000 beds in total.

Mein Schiff 5 is the third Mein Schiff class cruise ship being built at Turku Shipyard. For TUI Cruises, this ship will be the fifth member of its "well-being fleet". Mein Schiff 3 was delivered from Turku in May 2014 and has made quite an impact, confirms Sönnichsen.

"From a business perspective, our new ship was a great success on the German-speaking market already in its first summer season. We managed to achieve an occupancy rate of over 100 per cent and were rewarded with several prizes," she says.

LEARNING THE ROPES

As is the norm with prototypes, TUI Cruises did spend some time getting familiar with the new technology, such as the ship's exhaust gas cleaning system. "Thanks to the good collaboration between the crew on board, our ship management, the shipyard and suppliers, we managed to solve the challenges," Sönnichsen adds.

Mein Schiff 4 will be delivered to TUI Cruises in spring 2015. There are currently more than 1 000 employees working on the ship and the final stretch should pose no problems:

MEIN SCHIFF 5 – KEY STATS

Length	294 m
Width	36 m
Draft	8 m
Speed	21 knots
Weight	99 500 GT
Passenger cabins	1 253
Passengers	2 790
Crew	1 030
Classification	Det Norske
	Veritas
Flag	Malta

"With over 80 per cent of the work complete, we are right on schedule and expect to commission the ship on time," says Sönnichsen.

After Mein Schiff 4 will be handed over to the customer in the spring, the ship will do some summer-time travelling on a variety of routes in the Baltic Sea to the Baltic states and in northern Europe around Norway. During the winter, the ship will embark on seven-day voyages to the Canary Islands, taking in Morocco or Madeira.

THE GERMAN CONNECTION

TUI Cruises – a joint venture between TUI AG and the global cruise shipping line Royal Caribbean Cruises Ltd – is an important customer for Meyer Werft. Founded in 2008 and headquartered in Hamburg, TUI Cruises has been offering cruises for the German-speaking market since May 2009. The entire Mein Schiff fleet has been designed especially with well-being and relaxation in mind.

With its Premium All-Inclusive concept, TUI Cruises is targeting, first and foremost, couples and families whose focus is on freedom, space, quality and personal service. The "well-being factor" translates into numerous service restaurants, spa, sport zone, spacious balconies as well as "relax islands" on the deck.

According to Sönnichsen, TUI Cruises is confident that the Turku shipyard will keep building on the winning streak:

"With Meyer shipyard in a leading role, the shipyard in Turku is now in very good hands. Thanks to this Pan-European cooperation, we can keep building



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While LNG as fuel has been adopted in projects that make commercial sense already, like Northern Europe ferry routes, most deep sea players who are interested in the potential of gas fuelled operations are not yet ready to commit to LNG fuel but want to have the option to adopt gas as a fuel in the future built into new building projects.

Lloyd's Register has established clear standards describing different levels of readiness to use gas as a marine fuel.

Image: New LNG fuelled ferry, built by Fincantieri for Société des traversiers du Québec (STQ) to LR class.

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The shipyard in Turku is now in very good hands. Mein Schiff rlebnisse WHAT

in Turku and now benefit from the knowhow of two shipbuilders," she says.

FAST TRACK DELIVERY

Turku shipyard has certainly moved fast with putting Mein Schiff 5 into production, since the order for the ship was announced only in August 2014. At the time, it was made public that TUI Cruises is strengthening its already sound and dynamic position in the German cruise market. Both the Boards of TUI AG and Royal Caribbean Cruises decided to order two newbuilds: Mein Schiff 5 and Mein Schiff 6. Taken together, these two ships carry a price tag that is closing in on the billion euro mark – for the Turku shipyard, they mean work to the tune of 11 000–12 000 man-years. The reason for the rapid flow of orders is simple enough: both TUI AG and Royal Caribbean Cruises expect a sustained high demand in the cruise sector and therefore want to be part of the positive trend. Friedrich Joussen, CEO of TUI AG, noted in August that in Germany and in Europe the interest in cruises is increasing.



WINNING FOOTHOLD

According to Joussen, the Mein Schiff fleet of TUI Cruises has set a new premium standard in the market and won new target groups for cruise holidays. The ships are booked to capacity and the company is growing as cruising is being discovered by new customer segments.

Mein Schiff 5 is expected for delivery as soon as 2016, with Mein Schiff 6 to follow 2017.

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Double Your Pleasure

by: SAMI J. ANTEROINEN photos: ROYAL CARIBBEAN INTERNATIONAL

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FINNISH COMPANIES ARE ACTIVELY INVOLVED IN BUILDING OASIS 3 AT ST. NAZAIRE – AND WILL LEND A HAND IN MAKING OASIS 4, TOO

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StXFrance Keel laying & Coin ce Saint-Nazaire BIO 1 0 0 0

As Oasis 3 is being built at St. Nazaire in France, it's not all French you here around the shipyard. Finnish companies have shown up in numbers to help construct this behemoth – which is no wonder, given the fact that the Turku shipyard in Finland built the first two Oasis class ships.

B ut, in order to get the dialogue going with the French shipyard, another coordinator – of sorts – was needed to serve as a spokesperson for the Finnish marine industry. The state-owned Finpro took on the challenge, promptly opening a corporate office in France to support the dealings with the St. Nazaire shipyard.

Ulla Lainio, Leading Consultant for Finpro, says that as the Finns travelled to St. Nazaire to talk with the management of the shipyard for the first time, it was obvious from the very beginning that the French were interested in collaboration. The leadership at St. Nazaire sent a strong signal that they wanted those Finnish companies who were involved in building Oasis 1 and 2, to participate in the making of the third vessel, too.

According to Lainio, the situation of the St. Nazaire shipyard is similar to that of Turku in the sense that they need a strong subcontractor network as well. So far, almost 30 Finnish companies have

May, 9th 2014

RoyalCaribbean

For the companies involved, there is also a big bonus.

signed contracts with St. Nazaire. Finpro estimates that the Finnish subcontractors have already grabbed deliveries totalling over 125 million euros in the project that has an over-all price tag of about one billion euros.

A distinguishing factor here is that there are Finnish companies both big and

small involved in the project, ranging from listed companies to much smaller businesses with high-focus niche expertise. For the companies involved, there is also a big bonus here: as RCI decided to exercise their option to purchase also Oasis 4 from St. Nazaire, those Finnish companies working on Oasis 3 will most likely



be involved with the construction of the fourth vessel in the series, too.

METSO MAKES IT AUTOMATIC

One of the bigger companies involved in the project is Metso which secured a contract from STX France in March 2014. Metso will supply an advanced vessel-wide automation system, including sophisticated energy management solutions, to Oasis 3.

This deal was to be expected in the sense that Metso has a long track record of supplying automation technologies to Royal Caribbean International's cruise vessels over the years. Furthermore, the world's largest cruise ship sets high requirements on the automation system, as it will control and monitor the electric power plant, air conditioning and swimming pools, among others, around the clock.

With more than 7 500 people onboard, the reliability and availability of the automation system is, in this respect,





of outmost importance. Availability 24/7 year-round is simply a must, ensuring passenger and crew comfort and safety. As a consequence, the system is designed with redundancy for all major components.

The pure scale of the Oasis 3 vessel is also demanding when it comes to design and engineering. The system is very distributed with processing and input /output units spread in many locations.

This means that the system network and location of components have to be planned with different safety related scenarios in mind, securing maximum availability.

The quality and the price must always be right.

The Information Management System onboard will also be an exceptional one. The system has a large data collection capacity, and is able to store all 32 000 signals into its database for up to a year.

In addition, Metso's Energy Management System will also be installed onboard, since RCI is a cruise brand with a strong focus on green solutions and sustainability.

PARMARINE BRINGS THE DOORS

Forssa-based Parmarine's Leppävirta factory is delivering the ship fire doors to the project. "Altogether there are 1 700 A60 doors," says Risto Kallio from Parmarine. This deal is yet another example of how far a good industry track record can carry you: after all, tens of thousands of Parmarine's ship fire doors have been installed on luxury cruise liners over the years.

Kallio says that the company delivered doors to Oasis of the Seas and Allure of the Seas and has worked with the St. Nazaire shipyard for 20 years. The very first St. Nazaire project was Legend of the From the very beginning the French were interested in collaboration.



Seas (commissioned by RCCL) which was delivered in 1995. In Kallio's mind, the secret of success is pretty simple:

"From the point of view of the customer, the quality and the price must always be right."

In mid-December 2014, Parmarine still has ongoing deliveries to the project. Kallio says that deliveries will continue to the threshold of spring – and then it's onwards to new challenges.

"We've signed a contract for Oasis 4, too," says Kallio, commenting that the new order is pretty much "identical" with Oasis 3.

GOING DEEPER

According to Finpro, Finnish companies should explore "the French connection" even further, now that the door has been opened in a big way and there is plenty of potential for cooperation.

The wild card in the mix may well be the ownership of STX France. The Korean owner is shopping St. Nazaire around, with Italian Fincantieri being rumoured to be a top candidate to buy the shipyard. From a purely business standpoint, St. Nazaire is doing well, with orderbooks being filled until 2020.







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Ship classification inspectors keep an alert eye on shipyards

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THE PROPERTY

MEYER TURKU

by: MERJA KIHL AND ARI MONONEN photo: MEYER TURKU OY

AFRICA STRUCT

Even in the early stages of a shipbuilding project, classification societies have a very significant role. From the drawing board to the launching of the ship – and many years onwards –, classification inspectors visit the shipyard and consult ship industry representatives. The inspectors are adamant that ships should be built and repaired to specification.

Thohlfühl Inspiration



The usual practice is that classification starts with the design of the ship. Inspectors of one of the classification societies check the plans, various construction stages, and the ready-made vessel. The aim is to make sure that the ship is seaworthy and safe – and each and every block and part built just the way it should be built.

Mr. Olli Kaljala, Country Chief Exec-

utive for Finland at Bureau Veritas, notes that classification work has become more and more exacting over the years.

"The regulations have been developed and changed. Every detail has to be



"In particular, matters pertaining to the safety of the ships have to meet the specifications," Mr. Olli Kaljala emphasises.

taken into account, so that the inspection takes more time than previously," he explains. has to be reviewed as such by the classification inspectors."

LONG-TERM INSPECTIONS

According to Mr. Kaljala, the first constructions to be inspected at the shipyard are the ship's main arc and the steel structures. As the work proceeds, the classification inspectors focus their interest on the engines and safety systems on board.

Towards the end of the ship's construction, the test runs of various systems keep the inspectors busy.

"The safety requirements are often dependent on the type of ship that is being built. For instance, if a supply ship can sometimes be used for passenger transport, certain additional regulations should be taken into account."

Overall, the classification regulations define the minimum that is expected of a safe ship.

"It is allowed to build the ships even safer than required, and it is not rare that shipbuilders choose to subject the ship to certain voluntary classifications, for example with regard to engine automation systems or conning bridge automation."

Throughout the shipbuilding process, the classification society usually will station at least one inspector at the shipyard on a practically permanent basis. In the case of a tug or other smaller vessel being built, inspections at the shipyard are usually carried out periodically.

NO CLASSIFICATION - NO INSURANCE!

The ship's hull is a major part of a vessel. Therefore, it needs careful inspection.

Classification societies check the hull's weldings, assemblies, and tubings. In general, the hull accounts for around 50 percent of the work of ship classification inspectors.

"In the case of ships under construction, we generally inspect and classify the engines separately, at the factory premises of the engine manufacturer," recounts Mr. Niklas Rönnberg, Marine Client Manager at Lloyd's Register.

He mentions that Lloyd's Register has surveyors in 150 countries.

"Ship classification is a necessary process for ships utilised in international traffic. Insurance companies maintain that ship classification is a prerequisite for shipping companies who wish to get an insurance for the ship's cargo."

For smaller vessels used as coastal ships, an entry into class is perhaps not necessary.



"The ship's hull will need careful inspection," Mr. Niklas Rönnberg notes.

RULES AND REGULATIONS

Classification inspections for ships are carried out in accordance with international maritime regulations and the rules of the classification society.

"In particular, the matters pertaining to the safety of the ships have to meet the specifications that have been agreed upon internationally," Mr. Kaljala emphasises.

The regulations have been developed and changed.

It is also the shipbuilder's interest that the ship under construction can be declared unequivocally safe.

"The domain of environmental effects of ships is perhaps the one that has been impacted the most by new regulations in recent times," Kaljala says.

"Of course, the new ships that are fuelled by LNG – liquefied natural gas – are equipped with new technology that brings additional challenges. For one thing, the storage of LNG fuel can be a significant safety issue and consequently



INDUSTRY MARINE BUSINESS

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Generally, ship classification by an established international classification society is accepted by all countries. In exceptional cases, some countries require an additional national classification.

"Quite often, a classification society will carry out statutory safety-related or other inspections on behalf of the state authorities of the ship's flag nation, in accordance with mutual contracts."



MORE WORK TO BE EXPECTED

In the near future, new international conventions may affect the ship classification procedures.

"For example, the new Maritime Label Convention – or MLC – is a new certificate that may need to be taken into account in inspections," notes Rönnberg.

"Also, it seems that a new ballast convention will be ratified shortly. It will require mandatory processing equipment for ballast water to be installed aboard the ships."

In the words of Mr. Rönnberg, ship classification is challenging work, even in normal cases.

"If for some reason a ship has been built and completed without classification at the shipyard, an entry into class is still possible afterwards – but it is a highly complex and expensive way to do things. In such a case, the shipowner would have to be able to prove that the ship has been built to meet classification standards," Rönnberg points out.



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Finnish technology will break ice in Sakhalin region

by: JARKKO BÖHM photos: ARCTECH HELSINKI SHIPYARD

In the spring of 2014, Arctech Helsinki Shipyard received an order for a total of four new ships from Sovcomflot, Russia's largest shipping company. Arctech's CEO Esko Mustamäki notes that it is important to build these ships – not

only from the point of view of the shipyard, but also for the purpose of livening up the entire Finnish maritime cluster.

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• f the four vessels ordered from Arctech, the first one is an ice-breaking supply ship. The three others are ice-breaking standby vessels.

The first of the four ships will be delivered to the customer in June 2016. The last one will be ready for delivery in March 2017.

The overall value of the order is approximately 500 million dollars, or an average of 100 euros per ship. The ships are to be built at Arctech Helsinki Shipyard's Hietalahti dock.

According to CEO Esko Mustamäki, the contracts were won after a lengthy bidding competition. Confirmation of the deal has large-scale positive significance.

"Along with this deal, our volume of orders in hand will rise to six vessels, yielding full-time employment from the spring of 2015 until the autumn of 2016," Mr. Mustamäki states. In his view, the new project is an important job-provider.

"To build four ships is a remarkably big job for us."

The ships will be built for use by Sakhalin Energy Investment Company and they will eventually be utilised in the Sakhalin region, in the oil and gas fields of North East Sakhalin Offshore area. The stand-by vessels have been designed for standby, rescue, and oil destruction operations. They can also be utilised as supply vessels in transport duties, e.g. for the transportation of fuels with low ignition points.

HEAVY-DUTY SPECIFICATIONS

Arctech Helsinki Shipyard has already built two ships for Sovcomflot in the years 2012 and 2013. Cooperation with the companies will continue along with the new contract.

The first of the four ships to be built next is a modified and enhanced version of those two formerly built vessels. The ships will be constructed to comply with passenger-ship requirements, which means that they must meet more stringent criteria than usually.

"This is very exceptional in the case of these types of ships. The requirement came from the end customer Sakhalin Energy. The company wants the ships built in accordance with passenger-ship requirements because the ships will have the capability to transport and evacuate large numbers of people," Esko Mustamäki recounts. Design work for the first ship is already nearing completion, and the largest pieces of equipment – such as propeller devices and engines – have been ordered. A part of the steel needed for the ship has been acquired, but for the rest of the material supply, steel production was started in Vyborg in November 2014.

"The keel-laying will take place at Arctech's basin hall in June 2015. Launching of the ship is scheduled for the new year 2015–2016, with the delivery to our customer expected in June 2016," Mustamäki describes the work schedule.

"The building of the ship will proceed in phases so that design work is carried out first. After this, steel production is gradually started. Once the blocks have been delivered to Arctech, next phases will be keel-laying and the start of the hull assembly."

European Union's sanctions against Russia, imposed on account of the crisis in Ukraine, did not prevent the contract with Sovcomflot. However, they still affect Arctech's operations to some extent.

"The handling of bank business has become slower. We also need to carry out lengthy conversations with equipment manufacturers to clarify which things are possible and which are not," CEO Esko Mustamäki explains.

BOOST FOR THE INDUSTRY

In the opinion of Mr. Mustamäki, cooperation with Russia's largest shipping company has been a good thing. He sees Sovcomflot as a highly capable expert organisation that is easy to work with.

A contract to build four new ships is of course good news for Arctech Helsinki Shipyard. The company intends to make sure that the ships will be ready for delivery on time and in highly satisfactory condition, with a view to attracting further orders in the future.

Mr. Mustamäki believes that the new order may liven up the marine cluster in Finland even on a larger scale.

"Of course, the ships will need engines, propellers and quite a lot of other equipment that can be supplied by subcontractors. If an order to build ships yields a certain number of man-years of work at our shipyard, it also means an equal amount of work for other industrial companies in Finland. Therefore, these four ships will increase employment by 3 500 man-years of work altogether."





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NEW HOPE FOR THE MARINE INDUSTRIES Change of ownership at Turku shipyard

by: MERJA KIHL AND ARI MONONEI photos: MEYER TURKU OY

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TRITON

Finnish shipbuilding expertise is still in demand. The Turku shipyard in southwestern Finland was acquired by new German owners who are not only experienced but also have the wherewithal to do things right.

Work at Turku shipyard will be continued for a long time yet. This is good news for the shipyard personnel and subcontractors alike.

he well-known German shipbuilding company Meyer Werft GmbH offered to buy Turku shipyard from the South Korean STX conglomerate in August 2014. The deal was confirmed after being approved by the trade authorities in Germany.

According to the purchase arrangement, Meyer Werft will own 70 percent of Meyer Turku Oy, a new shipbuilding company to be established. The remaining 30 percent will be owned by the state of Finland.

In the opinion of Mr. Jan Vapaavuori, Minister of Economic Affairs in Finland, the state ownership of the shipyard is a temporary solution, with an expected duration of perhaps several years.

> The new owner will bring a new level of continuity.

RELIABLE SHIPBUILDERS

Along with the new ownership deal, it is now certain that a minimum of two large cruise ships will be built by Turku shipyard for TUI Cruises in the course of the next few years. The contract for these ships will be worth close to one billion euros and will equal approximately 10 000 man years of work at the shipyard.




"The current situation at Turku shipyard is looking very good indeed," says Mr. Juha Hietarinta, Managing Director of marine electrics company Laivasähkötyö Oy. He is also the Chairman for the Association of Finnish Shipyard Subcontractors.

"The new owner of the shipyard is a reliable operator with plenty of know-how. It is also positive that the state will have the role of a minority shareholder. From now on, we expect the shipyard's order books to fill up even further."

"In addition, the new owner will bring a new level of continuity to the shipyard's operations. The recent months have been a period of gnawing uncertainty. Now, shipyard personnel and the subcontractors can be confident that the shipyard will remain operational for a long time to come," Mr. Hietarinta sums up.

The Meyer Werft company has announced its intention to concentrate on the building of cruise ships at Turku shipyard – on the grounds that such ships are now in high demand globally – but the building of even other types of vessels is by no means ruled out.

SHIPYARD DEVELOPMENT ON THE HORIZON

The new ownership arrangement at Turku shipyard has raised large-scale optimism amongst the marine subcontractors in Finland.

"The word is out that that things are now going in a good direction. As of now, subcontractor companies will be more inclined than before to make sizeable investments in their R&D innovations, too," Hietarinta notes.

Of course, the world's best cruise ships were built in Finland even in the old days.

"Finland has plenty of technical expertise just in this line of work. With the aid of new know-how soon to be imported from Germany, the Finnish shipbuilding will no doubt be improved even further. The shipyard's previous owner STX did not in fact invest very much in the development of shipbuilding."

It has been estimated that Meyer





Werft would particularly like to build very large cruise ships in Turku. Meyer's shipyard in Papenburg is situated on the shore of Ems River, which necessitates the transport of ready-built ships to the seaside, for a distance of more than 40 kilometres.

"This makes it very difficult to build ships of more than 200 gross tonnes at Papenburg shipyard. On the other hand, even Genesis-class ships are no problem for Turku shipyard," Hietarinta points out.

> Genesis-class ships are no problem for Turku shipyard.

GUARANTEED EMPLOYMENT

Mr. Hietarinta recounts that a few marine subcontractors in Finland have already won contracts from Meyer Werft GmbH's shipyard in Papenburg.

"However, the crucial task for the subcontractors will be to boost the shipyard industry in Finland and make it successful again. Contracts in Papenburg are not equally significant. Besides, local subcontractors in Germany may prove to be very tough competitors."

"What is essential is that the current jobs at Turku shipyard will be saved. If new ships are ordered from Turku – in addition to the TUI cruisers – even additional jobs for shipbuilders are likely to be created in Finland," Mr. Hietarinta expects.

According to him, the new ownership arrangement at Turku shipyard will be beneficial to all marine subcontractors in Finland.

"Now that the purchase has been made, we are eagerly waiting to see just what the new owner of the shipyard intends to do. We do not have all the information yet – but I expect we shall be wiser within a few months."

Shipbuilding projects looming ahead for RMC

STATION I

by: MERJA KIHL AND ARI MONONEN photo: SEASIDE INDUSTRY PARK RAUMA After STX Finland closed down its operations at Rauma shipyard at the end of June 2014, a new operator turned up to carry on with shipbuilding and repair work at Rauma.

As of now, Rauma Marine Constructions – RMC for short – has not only ambitions but also the shipyard to build full-sized ships for European and other international customers.

> The ships are Arctia Offshore's multipurpose icebreakers and platform supply vessels.

So far, maintenance work for MSV 'Nordica' – seen here breaking ice outside of Hamina – and for other multipurpose vessels has kept RMC busy.

n part owned by the same investors who are co-owners of a smaller shipyard Uudenkaupungin Työvene – known as a builder of ferries and smaller patrol and pilot vessels and situated in the town of Uusikaupunki –, Rauma Marine Constructions Oy (RMC) is the new company that has taken over at Rauma Shipyard. Managing Director of Uudenkaupungin Työvene, Mr. Harri Putro, has noted that the two shipbuilding companies may eventually merge. Both shipyards are situated close to each other on the southwestern coast of Finland.

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RMC now has the capability to build and repair ships of lengths up to at least 200 metres at Rauma shipyard. In Uusikaupunki shipyard, the maximum length of vessels is 80 metres.

NORDICA

MAINTENANCE FOR ICEBREAKERS

On 1st October 2014, Mr. Heikki Pöntynen was elected for the post of the new Managing Director of Rauma Marine Constructions Oy. He was formerly Business Line



Manager for Marine & Offshore Operations at Elomatic Oy, a well-known Finnish engineering company.

"The operations of RMC have started out quite well. At present, we are carrying out maintenance work and steel part assemblies for the vessels MSV Nordica and MSV Fennica," Mr. Pöntynen recounts. The ships are Arctia Offshore's multipurpose icebreakers and platform supply vessels built in the 1990's. They are now being refurbished for demanding offshore duties.

"We are also currently participating in various bidding competitions for the building of new ships."

Cooperation with municipal authorities has worked well.

At present, RMC is also building up a network of marine subcontractors for long-term cooperation.

"This network has already raised considerable interest amongst the marine professionals in this area," Pöntynen notes.

So far, RMC has received three-year contracts for the season maintenance for numerous multipurpose icebreakers.

"This is a good beginning, but Rauma Marine Constructions is first and foremost a shipyard for the building of brand new ships," Pöntynen asserts.

SHIPYARD QUALIFIED AS NAVY SHIP SUPPLIER

RMC's potential customers for shipbuilding include large international shipping companies, as well as operators of ships of a more official nature.

"For instance, Finnish Defence Forces are planning to renovate part of their equipment by 2020, and this may mean ordering new warships for the Navy. If so, RMC would like to take part in those shipbuilding projects," mentions Pöntynen.

"For the Navy projects, RMC's strength is that Rauma shipyard has already built several warships over the years, including all Finnish Navy's new battleships since the year 1986."



"The operations of RMC have started out quite well. At present, we are carrying out maintenance work and steel part assemblies for the vessels MSV Nordica and MSV Fennica," Heikki Pöntynen, Managing Director of Rauma Marine Constructions Oy notes.

"RMC's current personnel would also be highly qualified for these types of specialised shipbuilding projects. We have hired many of the professionals who have taken part in the building of various multipurpose vessels at Rauma shipyard."

According to Mr. Pöntynen, widescale professional know-how is part of RMC's competitiveness.

"We have in-depth know-how for building such ships as passenger and car ferries, icebreakers, offshore vessels, and warships. Still, we are not going to enter into fierce competition with Turku shipyard for contracts to build very large cruise ferries," he says.

RMC has taken Rauma shipyard on lease from the City of Rauma. Cooperation with municipal authorities has worked well.

"The City of Rauma has had a postive attitude towards the resurrection of Rauma shipyard. For this we are very grateful," affirms Pöntynen.

NEW ON BOARD



The Brand New ULTIMATE U SeaProtect range by ISOVER

With the development of The U SeaProtect range for Marine and Offshore applications, ISOVER offers a full line of fire protection products that comply with the 2010 Fire Test Procedures Code for steel fire constructions including a number of improved solutions.

THINNER SOLUTIONS

- 25 mm around the stiffeners for A60 steel constructions
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- 50 mm on the level for A60 steel bulkhead
- no insulation around the stiffeners for A15 steel deck and bulkhead

LIGHTER SOLUTIONS

• New ULTIMATE U SeaProtect solutions are increasingly lighter than traditional Stonewool solutions of previous generation.



EXCELLENT THERMAL AND ACOUSTIC PERFORMANCE

• Our Best Comfort Class solutions will provide you with the highest level of performance that can be reached with mineral wool systems.

OPTIMIZED LOGISTICS

• All Steel A-Fire Class constructions can be achieved with only four ULTIMATE products that are part of the Easy Logistics portfolio including various facings.

ISOVER's Development and Sales departments teamed up to develop new ULTIMATE solutions that would meet the highest requirements of our customers. U SeaProtect solutions are up to 45% lighter than traditional Stonewool solutions, providing equivalent fire certification when tested according to the FTP Code 2010. Comfort on board passenger ships is critical; this is why ISOVER designed ULTIMATE U SeaProtect Best Comfort Class solutions with excellent thermal and acoustic performance.

THE U SEAPROTECT RANGE WILL BE AVAILABLE COMMERCIALLY FROM FEBRUARY 1ST 2015.

Because it is so important to be able to find a product needed quickly and in a simple way, you can find in the table below the name structure of the U SeaProtect range.

ULTIMATE	Product range	Product Form	Density (kg/m ²)	Facing		Thickness (mm)
U	SeaProtect	Roll Slab Wired Mat	24 36 56 76 86 90	Alu1 G120 G220 G420 B-Al B-GI	→ unfaced → Aluminium → Glass cloth (black) → Glass cloth (white) → Glass cloth (white) → B Facing ¹⁰ (Alu outside) → B Facing ¹⁰ (Glass cloth outside)	20 mm 25 mm 30 mm 40 mm 50 mm 70 mm 100 mm

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



Less is more with WatMan SWRO

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S eawater Reverse Osmosis (SWRO) typically rejects 98.5 to 99.5% of the salinity. State-of-art WatMan SWRO system reduces energy consumption to 2–4 kWh/m³ of fresh water produced. Energy consumption is cut by 60 % compared to conventional fresh water systems. Energy usage can be cut down further with Pressure Exchanger technology which does not require any scheduled maintenance.

A WatMan cruise ship SWRO system delivery typically consists of two to four separate SWRO units. Capacity of one Wat-Man unit varies usually from 600 to 1100 m³/day. A ship can include several 1-pass or/and 2-pass SWRO unsits depending on fresh water usage onboard.

The WatMan SWRO unit operations are fully automated including pre-filter backwash, chemical dosing, status of high pressure pumps and RO vessels. All necessary alarms and settings are shown and can be set using the touch-screen panel. Operator may choose running mode (Atlantic, Baltic, etc.) from the screen with settings best suited for the production conditions. Necessary operation data and alarms are visible on the ship's control room screen.

WatMan has nearly two decades of experience in 1-pass and 2-pass SWRO systems. At present more than a dozen units are operational on luxury cruise ships around the world and several units are under construction for new cruise ships. We deliver our compact units on turn-key basis including commissioning, onboard training and after-sales services. WatMan SWRO units enable production of highest quality fresh water with less energy, less down-time, less maintenance resulting in lower costs and increased customer satisfaction. Sometimes less is more – with WatMan SWRO it is!

More information: www.watman.fi

NEW ON BOARD

Upgradeable and intelligent FastMig X for demanding industrial welding applications



Kemppi's FastMig X product series offers superior welding quality for demanding industrial applications. It features three alternative high-end configurations for different purposes: FastMig X Regular for MIG/ MAG pulse welding, FastMig X Pipe for pipe and root welding and FastMig X Intelligent for diversified welding applications, for all metals and processes.

 \mathbf{K} emppi, one of the world's leading welding technology companies, has set out to meet the increasing market demand for better quality, productivity and ease of use.

The new FastMig X series is a modular welding system that can be optimized for specific professional welding applications by choosing suitable components and software package options. Arc Mobile Control software is bringing totally new and flexible way to use and control the welding machine, for both production management and for the welders.

When ArcVoltage feature is enabled, FastMig X automatically shows the actual arc voltage on the display during welding. This means that you can see exactly the right voltage from the welding arc, and can easily keep your welding values inside the predefined range regardless of the size and length of the cables.

FASTMIG X REGULAR – TOP QUALITY FOR INDUSTRIAL WELDING

FastMig X Regular is designed for basic pulse MIG welding, especially for robust metal plates and thick base materials. It suits demanding welding tasks in industrial welding applications at a workshop or construction site. In addition to MIG/MAG and Synergic MIG welding processes, it has also pulsed and doublepulsed MIG as a standard.

FASTMIG X PIPE – FIVE TIMES FASTER ROOT WELDING

FastMig X Pipe is specially designed for pipe welding. It is also suitable for plates and fast root welding from one side. It produces excellent weld quality, especially when running open gap root passes on pipes or plates without using backing support. WiseRoot+ is up to five times faster than TIG in root welding and three times faster than Synergic MIG. Strong and precise twinmotor wire feed mechanism is reliable even in the most demanding welding environments.

FASTMIG X INTELLIGENT – FOR ALL METALS AND PROCESSES

FastMig X Intelligent is suitable for all high-end welding applications, all metals and processes, including the welding of thin sheets. It suits all demanding welding tasks in any industrial welding application at a workshop, shipyard or construction site. It has a DuraTorque DT wire feed mechanism and a full palette of welding programs for various purposes, filler wires and shielding gases.

The Intelligent configuration has the complete software package as a standard. Additionally, Arc Mobile Control software for Android mobile devices can be used for easy monitoring, control and adjustment of welding parameters and settings. Once set, the settings can be copy-pasted from one welding machine to another.

More information: www.kemppi.com



SELKA – handmade design

The Finnish Selka furniture factory specialises in public space and restaurant furniture with skill and sentiment – by two generations of professionals.

The high quality of Selka's products is safeguarded by highly experienced professionals in the company's production team. These craftsmen possess the latest knowhow in their field of expertise. One of them is welder Jari Sormunen, who has over 25 years' experience in the company's service.

Armchairs, bar stools, sofas and coat racks to more than 20 countries are among the items produced by Sormunen and the other skilled members of Selka's production team.

"We believe in work by hand and craftsmanship. Our products are handmade – whether it is a basic production from the factory's own collection or a unique specimen, tailor-made to meet the expectations of a customer. This ensures high-quality products – even for the most demanding of commissions," the welder says.

Many a customer of cruise ships, hotels or restaurants has had the pleasure of enjoying the small details skilfully developed and manufactured by Sormunen and his team.

"Based on experience, I usually know right away what's going to work and what won't. I can sometimes see right off from the blueprint how the product can best be made or how the design must be changed to get the best possible result," Sormunen says.

PROFESSIONALS IN THEIR FIELD OF EXPERTISE

Over the decades, changing fashions have affected the appearance of public space and restaurant furniture. The most soughtafter product elements have, nevertheless, remained the same.

"Quality, practicality and, of course, safety," Sormunen lists. But what is it that has kept Selka's trusted welder working on metallic furniture components for so long?

"My work is challenging. And it's really rewarding to succeed in the production of a new piece of furniture. Also, the variability of my work and our great team are definitely among the best aspects of this job," Sormunen says.

But it's not just Sormunen. Many more workers have several years' experience in Selka's service – unquestionable professionals in their own field of expertise. Together, these skilled craftsmen have laid the foundation for Selka's success. Now, the next generation is already joining in this group of professionals – and Jari Sormunen's son is among them. Following his father's footsteps, he is now working in Selka's furniture factory.

More information: www.selka.fi



THE 13TH INTERNATIONAL MARITIME EXHIBITION AND CONFERENCES OF RUSSIA



Contact Dolphin Exhibitions: info@dolphin-exhibitions.com www.transtec-neva.com





company directory

ANTTI-TEOLLISUUS OY, ANTTI MARINE

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Contact Person

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

Subsidiaries & Representatives Germany, Benipo Oy

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

2 5 6 7

AUTROSAFE OY

Uranuksenkuja 10 FI-01480 Vantaa Finland Phone +358 9 2709 0120 Fax +358 9 2709 0129 autrosafe@autrosafe.fi www.autrosafe.fi



Contact Person

Mikko Haapalainen, Managing Director mikko.haapalainen@autrosafe.fi

Facts & Figures

Turnover:EUR 2,3 millionPersonnel:8Established:1995Parent Company:Copertura Oy

Specialty Areas

Temperature sensors, pressure transducers Fire alarm and Engine alarm systems Wikrolux Led-technic based safety and guiding lights Electrical sounders and flash alarms Autrosafe Light Signal Columns

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CHAMPION DOOR

Hopeatie 2 FI-85500 Nivala Finland Phone +358 8 445 8800 Fax +358 8 442 956 info@championdoor.com www.championdoor.com

Contact Person

Jukka-Pekka Hakkarainen Export Manager jp.hakkarainen@championdoor.com

Facts & Figures

Turnover: Personnel: Established: EUR 8,2 million 45 1992

Specialty Areas

Very large shipyard fold-up doors, size of one door can be as large as 40 x 35 metres. Doors can be also manufactured in special frame widths with no wind or size limitations.

Consulting
 Equipment
 Machinery

CHAMPIONDOOR

ARCTIA SHIPPING LTD

Laivastokatu 9, FI-00160 Helsinki Finland Phone +358 30 620 7000 Fax +358 30 620 7030 info@arctia.fi www.arctia.fi

Contact Person

Tero Vauraste, CEO & President tero.vauraste@arctia.fi

Facts & Figures

Turnover:EUR 63 millionPersonnel:260Established:2010

Specialty Areas

Arctia Shipping carries over 100 years of working expertise in winter navigation and icebreaking. We offer ice-management, icebreaking and offshore services. We also have oil spill response equipment and well trained staff. Our fleet consists of four conventional icebreakers (Otso, Urho, Sisu & Voima), two multipurpose icebreakers (Fennica & Nordica) and one oil recovery icebreaker (Kontio).



CAVERION INDUSTRIA OY, MARINE INDUSTRY

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Contact Person

Markku Salonen markku.salonen@caverion.fi

Facts & Figures

Turnover:EUR 250 million approx.Personnel:approx. 2 400Established:2013Parent Company:Caverion Oyj

Specialty Areas

Marine Industry unit: Electrical and mechanical outfitting projects Turnkey deliveries for technical areas Prefabricated pipes, pipe-packages and process modules

ENSTO ITALIA

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Via F. De Filippi 3 IT-20129 Milano Italy Phone +39 02 2940 3084

Fax +39 02 2952 4554 enstoitalia@ensto.com

Contact Person

Guglielmo Rutigliano Sales Director guglielmo.rutigliano@ensto.com

Facts & Figures

Turnover:EUR 260 millionPersonnel:1 600Established:1958Parent Company:Ensto Group

Specialty Areas

Ensto's marine lighting products are designed for ship installations and can be customised to Customer's needs.

ENSTO

4. Materials 5. Safety 6. Systems 7. Turnkey Deliveries
 8. Yards
 9. Other



Saves Your Energy

2 6 7

EVAC OY

Sinimäentie 14

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

Contact Person

Tomi Gardemeister tomi.gardemeister@evac.com

Facts & Figures

EUR 65,5 million Turnover:

Specialty Areas

Evac is a global company that designs, manufactures and markets environmentally friendly water, waste and wastewater collection and treatment systems for the shipbuilding, offshore and construction industries. Skilled personnel, professional design and high-quality technical solutions have facilitated continuous growth, both in turnover and market share.

FORESHIP

FORESHIP LTD

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

Contact Persons

Markus Aarnio SVP Ship Technology markus.aarnio@foreship.com Lauri Haavisto Managing Director lauri.haavisto@foreship.com

Specialty Areas

Foreship's Naval Architects and Marine Engineers are specialised in challenging conversion and newbuilding concept designs. Foreship has also extensive CFD capabilities and state-of-the art hull form references.



EXIT-PAINIKE KY

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

Contact Person Timo Hakala

Specialty Areas

EXIT 6000 series emergency doors EXIT panic device



JUKOVA OY

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Specialty Areas

Modular balconies Sliding doors Balcony divider walls Glass railings



See page 25

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KEMPPI OY

Facts & Figures

Kempinkatu 1, FI-15810 Lahti, Finland Phone +358 3 899 11 +358 3 899 428 Fax export@kemppi.com www.kemppi.com



www.kaefer.fi **Contact Person** Janne Sirviö

KAEFER OY

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FI-21290 Rusko, Finland Phone +358 2 437 9400 Fax +358 2 438 6692

janne.sirvio@kaefer.fi

Facts & Figures Turnover: EUR 20 million Personnel: 1977 Established: Parent Company: KAEFER GmbH

Subsidiaries & Representatives KAEFER GmbH

Specialty Areas

Interior outfitting in passenger vessels Turnkey solutions in galleys, pantries, catering areas All type of insulation solutions in marine industry

1. Consulting

2. Equipment

3. Machinery

4. Materials 5. Safety

6. Systems



Turnover: EUR 111 million (2013) Personnel: 640 Established: 1949

Subsidiaries & Representatives

Sales offices: Kemppi Sverige AB, Sweden; Kemppi Norge A/S, Norway; Kemppi Danmark AS, Denmark; Kemppi GmbH, Germany; Kemppi (UK) Ltd., United Kingdom; Kemppi France S.A., France; Kemppi Benelux B.V., Holland; Kemppi Welding Machines Australia Pty Ltd., Ausralia; Kemppi Spolka z.o.o., Poland; OOO Kemppi, Russia; Kemppi, Trading (Beijing) Company Ltd, China; Kemppi India Private Limited, India, Kemppi Welding Solutions Sdn Bhd, Malaysia. Distributors in more than 70 countries.

Specialty Areas

Kemppi is a world-leading manufacturer of arc welding equipment and a provider of solutions for highly productive welding.

> 7. Turnkey Deliveries 8. Yards 9. Other



KESKIPAKOVALU OY

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Contact Persons Kimmo Markkula

Keijo Koivisto Asmo Rantanen

Facts & Figures

EUR 5.5 million Turnover: Personnel: 32 Established:

Specialty Areas

Bronze parts of diesel engines Bronze parts of propulsion machinery Bronze parts of maneuvering machinery

1956

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KONE ELEVATORS LTD

Myllykatu 3 FI-05830 Hyvinkää Finland Phone +358 20 475 2300 Fax +358 20 475 3450 marine.info@kone.com www.kone.com



Ari Winter ari.winter@kone.com

Facts & Figures

6 933 milj. EUR (corporation) approx. 43 000 (corporation) Turnover: Personnel: Established: 1910 Parent Company: KONE Oyj

Specialty Areas

KONE is a global leader in the elevator and escalator industry. KONE has a dedicated unit which provides innovative and eco-efficient solutions for maritime environments. Our expertise and know-how supports customers in every step of a vessel life cycle: starting with the design, manufacturing and installation to maintenance and modernisation.

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LAIVAKONE OY

Uranuksenkuja 1C FI-01480 Vantaa Finland

Posenerstr. 1a D-23554 Lübeck Germany

Phone +358 20 763 1570 +358 20 763 1571 laivakone@laivakone.fi

Contact Person Harri Elonen

Facts & Figures Personnel: 20 Established: 1969

Specialty Areas Ship engine repairs and services In-Situ machining

> 1. Consulting 2. Equipment 3. Machinery

Laivakone Oy



KESKIPAKOVALU OY

KOJA MARINE

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

Contact Person

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Facts & Figures

EUR 60 million Turnover: Personnel: 232 Established: 1935 Parent Company: Koja Group

Specialty Areas

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



KONEPAJA HÄKKINEN OY

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Contact Persons

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Facts & Figures

Turnover: EUR 46 million Personnel: 360 1980 Established: 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.

OY LAUTEX AB

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

Contact Person

Sami Leinonen Sales Manager Marine Phone +358 40 842 4020

Facts & Figures

EUR 10 million Turnover: Personnel: 75 1951 Established: Parent Company: Christian Berner Invest AB

Specialty Areas

Ceilings for ship accomodation 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. Materials 5. Safety 6. Systems

7. Turnkey Deliveries 8. Yards 9. Other

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OY LINDAB AB

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

Contact Person Piia Kyrönlahti +358 20 785 1010

Facts & Figures

Turnover:

SEK 6 656 million (2012) Personnel: 4 300 Established: 1959 Parent Company: Lindab Group

Specialty Areas

Insulated and non-insulated duct and fittings Acoustic solutions Bulkhead penetrations Dampers and measuring units Air terminals Fans

Lindab develop the most innovative and simplified constructions on the market. Our energy efficient solutions will change the way of designing ships and bring the best indoor climate onboard.

2 3 6 7

MARINE DIESEL FINLAND OY

Eteläkaari 10 FI-22420 Lieto Finland Phone +358 20 711 8220 Fax +358 2 253 9121 marine.diesel@wihuri.fi

Contact Persons Markus Hjerppe Mika Aaltonen

Facts & Figures 40 Personnel: Established: 1992

Specialty Areas

Main- and auxiliary engine repair and service Total overhaul of all type of engines Mechanical engineering On-site machining Conservation works after engine room fire or flooding Well equipped workshop in Turku area and in Helsinki

CAT dealer, Kemel seals and bearings, Ingersoll Rand service

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PAROC OY AB

P.O. Box 240 FI-00181 Helsinki Finland Phone +358 46 876 8000 technical.insulation@paroc.com www.paroc.com

Contact Person Tommi Siitonen

tommi.siitonen@paroc.com

Facts & Figures Turnover:

EUR 433 million Personnel[.] 2 0 8 2 Established[.] 1952 Parent Company: Paroc Group Oy Ab

Subsidiaries & Representatives

Paroc operates in 14 European countries. Please visite our website www. paroc.com for more information.

Specialty Areas

Stone wool insulation products for fire, heat and sound insulation to shipbuilding and offshore industries

- 1. Consulting
- 2. Equipment
- 3. Machinery

4. Materials 5. Safety 6. Systems

Better built environment

LLOYD'S REGISTER EMEA

Aleksanterinkatu 48 A FI-00100 Helsinki Finland Phone +358 20 791 8300 helsinki@lr.org www.lr.org

Contact Persons

Päivi Björkestam, Field Operation Manager Niklas Rönnberg, Marine Client Manager

Facts & Figures

Personnel: 30 1957 (Finland) Established: Parent Company: Lloyd's Register Group Limited

Specialty Areas

Ship and offshore: newbuilding & periodical surveys Industrial inspections and certification Consultancy



MEYER TURKU OY

P.O. Box 666 (Telakkakatu 1) FI-20101 Turku Finland Phone +358 10 6700 info@meyerturku.fi www.meyerturku.fi

Contact Person

Tanja Sabell Manager Communications tanja.sabell@meyerturku.fi

Specialty Areas

Meyer Turku Oy is one of the leading European shipbuilding companies owned by Meyer Werft (70 %) and Finnish State through Teollisuussijoitus (30 %). The company's shipyard in Turku employs 1 350 people and specialises in building cruise ships, car-passenger ferries and special vessels. Meyer Turku's subsidiaries are Piikkio Works Oy, which is a Cabin Factory in Piikkiö, Shipbuilding Completion Oy, which provides turnkey solutions to public spaces in ships, and ENG'nD Oy, which is an engineering company offering services for shipbuilding and offshore.

2 3

PATRIA AVIATION ENGINE BUSINESS UNIT

Linnavuorentie 2 FI-37240 Linnavuori Finland Phone +358 40 869 2800 +358 20 469 2801 Fax www.patria.fi

Contact Person

Seppo Tamminen, General Manager **Diesel Engine Business** seppo.tamminen@patria.fi

Facts & Figures

Turnover: EUR 20 million Personnel[.] 165 Established: 1947 Parent Company: Patria Oyj

Specialty Areas

Maintenance and overhaul of high speed diesel engines and related equipment up to 6 000 kW Authorised MTU Service dealer Maintenance and overhaul of industrial and marine gas turbines Special repairs of parts for diesel engines and gas turbines

> 7. Turnkey Deliveries 8. Yards 9. Other

Patria







Lindab



29

POCADEL OY

Korpelantie 229 FI-21570 Sauvo Finland Phone +358 2 477 2950 Fax +358 2 477 2971 pocadel@pocadel.fi www.pocadel.fi

Contact Person Markku Riekki markku.riekki@pocadel.fi

Facts & Figures Established: 1997

Specialty Areas

Fire rated B15 – A60 glass doors and partitions for marine and offshore use:

Hinged Doors – Sliding Doors – Super Wide Tandem Doors – Butt Joint Walls



2 7

PORKKA FINLAND OY

PORKKA

Promeco

P.O. Box 127 FI-33101 Tampere Finland Phone +358 20 555 512 Fax +358 20 555 5288 www.porkka.fi

Contact Person

Petri Hiilloste porkkapanel@huurre.com

Facts & Figures

Turnover:EUR 26 millionPersonnel:170Established:1962Parent Company:Huurre Group Oy

Specialty Areas

Provision stores Walk-in rooms in galleys/pantries Insulated doors Insulated fire doors A60, for cold stores

3 6 7

PROJEKTIA OY

Tuulissuontie 21 Fl-21420 Lieto Finland Phone +358 2 477 9200 Fax +358 2 477 9210 projektia@projektia.fi www.projektia.fi



Contact Person

Paavo Mikkola paavo.mikkola@projektia.fi

Specialty Areas

Turnkey deliveries of provision refrigeration; machinery and coolers Pipe installations and automation Cooling machinery for technical spaces and air condition Water chillers Unic service concept developed especially for fast moving transport

2 3 6 7

PROMECO GROUP OY

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

Marica Kilponen, Manager, Marketing and Sales marica.kilponen@promeco.fi

Facts & Figures

Turnover:EUR 56 millionPersonnel:approx. 400Established:2008

Subsidiaries & Representatives

KMT Group Oy/ Finland, JAT-Asennus Oy/Finland, VM-Group Oy/ Finland, Promeco S.A./Poland

Specialty Areas

Project deliveries, contract manufacturing, aluminum welding incl. Friction Stir Welding (FSW), engineering; propeller control systems, main switchboards, electricity distribution centers, motor starters, cyclo converters, data transfer control systems, steering modules, aluminium and steel sheet metal structures.

7

RAUMA INTERIOR OY

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

> 1. Consulting 2. Equipment 3. Machinery



RENOTECH OY

Sampsankatu 4 B FI-20520 Turku, Finland Phone +358 10 830 1600 Fax +358 2 254 3745 rt@renotech.fi www.renotech.fi

Contact Person Bob Talling, +358 50 558 1806 bt@renotech.fi

Facts & Figures

Turnover: EUR 1 million Personnel: 5 Established: 1994

Specialty Areas

MED Certified products, B + D. GRG decorative wall and ceiling elements, mouldings and sculpture work. DGG light-weight gypsum board. Renopur decorative surface finishes, paint effects, marbling, wood graining, gilding, paintings and art work. Stonemix textured mouldings and finishes. Renofix non-combustible glues. Fireshield acoustic and fire proofing. RenoImage silk printing and 3-D release films. Acoustic flooring and floor screeds. B-15 elements and draught stop.

> 4. Materials 5. Safety 6. Systems

C Renotech Ov

Advanced Material Technology

REXEL FINLAND OY

P.O. Box 360 FI-05801 Hyvinkää Finland Phone +358 10 509 311 +358 10 509 3222 Fax marine.sales(at)rexel.fi www.rexel.fi

Contact Person

Karri Westermark Area Manager, Marine Industrial Services karri.westermark(at)rexel.fi

Facts & Figures

Turnover: EUR 212 million (2012) Personnel: 300 (2012) Established: 1913 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.

See page 42

SAINT-GOBAIN RAKENNUSTUOTTEET OY

P.O. Box 250 (Kerkkolankatu 37-39) FI-05801 Hyvinkää Finland Phone +358 20 775 511 firstname.lastname@saint-gobain.com www.isover.fi

Contact Person

Matti Reijonen Sales Manager

Facts & Figures

Turnover: FUR 111 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

1 2 7

SEAKING LTD

Valimotie 13bB, FI-00380 Helsinki, Finland Phone +358 9 350 8840 +358 9 3508 8422 Fax 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

Speciality 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 the Laudertale. facility in Ft. Lauderdale, aimed at responding to the Industry's growing renovation and repair activities

- 2. Equipment
- 3. Machinery



Elektroskandia Finland

2

ROLLS-ROYCE OY AB

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 579 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

Rolls-Royce

S.A. SVENDSEN OY

Särkiniementie 3 B FI-00210 Helsinki Finland Phone +358 9 681 1170 +358 9 6811 1768 Fax www.sasvendsen.com

Contact Person

Kimmo Räisänen Managing Director kimmo.raisanen@sasvendsen.com

Facts & Figures

Turnover: EUR 11,3 million Personnel: 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



Phone +358 3 882 610 +358 3 882 6110

Contact Person

Business Development Manager ritva.heikkinen@selka.fi

EUR 6 million Personnel: 48 Established: 1985

Specialty Areas

Selka-line Oy manufactures high quality furniture for ships and contract use. We produce custom made furniture in various materials and we can offer wide range of standard products for Restaurants, Nightclubs, Coffee Shops, Conference Rooms etc.

> 7. Turnkey Deliveries 8. Yards 9. Other

See pages 9 and 45



SELKA

S.A.Svendsen Oy





4. Materials

5. Safety

6. Systems

SAINT-GOBAIN

SELKA-LINE OY

Hariuviidantie 3 FI-15550 Nastola Finland Fax www.selka.fi

Ritva Heikkinen



OY SIKA FINLAND AB

P.O. Box 49 FI-02921 Espoo Finland Phone +358 9 511 431 Fax +358 9 5114 3300 sika.finland@fi.sika.com www.sika.com



Kai Winqvist Industry Manager winqvist.kai@fi.sika.com

Facts & Figures

Turnover:EUR 16 millionPersonnel:35Established:1985Parent Company:Sika AG

Specialty Areas

Sealing - Bonding - Acoustic Damping - Reinforcing - Protecting



TEBUL OY

Luumäentie 2 Fl-21420 Lieto Finland Phone +358 50 540 6031 Fax +358 2 489 9299 sales@tebul.fi www.tebul.fi

Contact Person

Jussi Uusitalo Managing Director sales@tebul.fi

Specialty Areas

TEBUL OY has been designing and manufacturing watertight bulkhead sliding doors since 1961. Our self-tightening 24VDC fully electric watertight bulkhead sliding door is a fourth-generation product. The primary self-tightening is based on metal to metal contact with rubber seals for initial tightening. The higher the pressure, the larger the force exerted on the door. Tebul doors are approved to be installed into A-60 bulkheads. Tebul doors are available also in the Eex-version, for Explosion Hazardous areas.



BUILDING TRUST

TFRIII

STEERPROP LTD

PO Box 217

FI-26101 Rauma Finland Phone +358 2 8387 7900 Fax +358 2 8387 7910 steerprop@steerprop.com www.steerprop.com

Specialty Areas

Azimuth Propulsors for demanding applications. Steerprop Ltd. combines the reliability of proven technologies with the efficiency of modern design to produce azimuth propulsors of exceptional quality and excellent reliability. Steerprop Azimuth Propulsors can be made up to 20 MW in power or even in the most stringent ice-classes.

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TEKNIKUM OY

FI-38310 Sastamala Finland Phone +358 3 513 5311 www.teknikum.com

Contact Person

Mikko Esko mikko.esko@teknikum.com

Facts & Figures

Turnover: EUR 46,7 million Personnel: 295 Established: 1989 Parent Company: Teknikum Group Ltd.

Specialty Areas

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

1 4 7 9

TELATEK OY

Posiontie 30 FI-93400 Taivalkoski Finland Phone +358 20 734 7040 telatekoy@telatek.fi www.telatek.fi

Contact Person Sami Siurua VP Business & Sales

Facts & Figures

Personnel: approx. 100 Established: 1977 Parent Company: Atlantia Ov

Subsidiaries & Representatives

Telatek Service Oy, Telatek Quality Oy, Agencies in Sweden, Russia, Greek and Spain

Specialty Areas

Manufacturing heavy and demanding welded/machined structures/ components up to 120 tons. On-site thermal coating, NDT-inspection and machining services by mobile machinery/equipment.

Consulting
 Equipment
 Machinery

TELATEK



TRAFOTEK OY

Kaarinantie 700 FI-20540 Turku Finland Phone +358 2 275 9200 Fax +358 2 275 9210 info@trafotek.fi www.trafotek.fi

Contact Person

Timo Heikkinen timo.heikkinen@trafotek.fi

Facts & Figures

Turnover:EUR 70 millionPersonnel:400Established:1983

Specialty Areas

Ship and offshore transformers up to 12 MVA Electrical filters and reactors

4. Materials 5. Safety 6. Systems 7. Turnkey Deliveries
 8. Yards
 9. Other



TRAFOTEK

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Steerprop

Azimuth Propulsion Company

8

UUDENKAUPUNGIN TYÖVENE OY

Telakkatie 8 FI-23500 Uusikaupunki Finland Phone +358 2 846 4600 Fax +358 2 841 4347 tyovene@tyovene.com www.tyovene.com



Contact Person Jouko Honkala

Facts & Figures

Turnover: Personnel: Established: EUR 30 million approx. 80 1987

Specialty Areas

Building of aluminium workboats, such as Pilot Cutters, Oil Combat Vessels, Service Ships for Channels Building of small steel vessels, such as Road Ferries, Offshore Patrol Vessels, Passenger Vessels for commuter traffic

1 5

VTT TECHNICAL RESEARCH CENTRE OF FINLAND LTD

2 600

1942

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 seppo.kivimaa@vtt.fi

Facts & Figures Turnover: EUR 290 million

Turnover: Personnel: Established:

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 proto-typing, maritime safety and environmental engineering, small craft design analysis, hydraulics.

OY VALLILA CONTRACT AB

Nilsiänkatu 15 FI-00510 Helsinki Finland Phone +358 20 776 7700 Fax +358 20 776 7701 projekti@vallilainterior.fi www.vallilainterior.fi

Contact Person

Miku Berner miku.berner@vallilainterior.fi

Facts & Figures

Turnover: EUR 37 million Personnel: 135 Established: 1935

Specialty Areas

Textile design Textile full turnkey solutions, measuring, sewing, installation All system solutions, electrical and manual Large collections on Imo certified fabrics



WATMAN ENGINEERING LTD OY

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

Facts & Figures

Turnover:EUR 3 millionPersonnel:13Established:1995Parent Company:Pumppulohja Oy

Specialty Areas

Water treatment, desalination RO-units Waste water treatment Pressure vessels and storage tanks Tube heat exchangers Pumps and water management



See page 43



1. Consulting 2. Equipment

3. Machinery

4. Materials 5. Safety 6. Systems 7. Turnkey Deliveries 8. Yards 9. Other



Vallila Interior

V



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