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Meet
Industry targets!
Cost-effective
sustainable strategies
for current and future
emission regulations

RORO Shipping Conference

Optimising Environmental Performance & Financial Viability:
Solutions for the Ro-Ro Fleet

Wednesday 9th - Thursday 10th March 2011 • Copenhagen Marriott Hotel, Copenhagen

A must attend event for all ro-ro industry stakeholders planning their business strategy for 2011 and beyond:

- **Analyse** the latest **global trends in the ro-ro sector** and question the experts on how the market will face the twin challenges of **consolidation** and **competition from new entrants**
- **Track** the development of **new transport corridors** promising **new business opportunities** for ro-ro companies
- **Examine** how the global financial crisis has impacted **funding for the ro-ro sector** and understand the implications for obtaining **financing for new projects**
- **Learn** how the ro-ro industry can effectively deal with new sulphur and emission regulations and make **cost-effective fuel selection** for vessels operating in emission control areas
- **Hear** the latest developments in **cost-efficient sustainable ferry design** aimed at **optimising fuel efficiency** and **environmental performance**
- **Benefit** from the experiences of companies using **alternative propulsion systems** and share **technical** and **economic solutions** to common challenges
- **Gain** a detailed insight into operational **safety, security and emergency response** onboard ro-pax vessels

Benefit from industry experts' experience and unique insights:

- Lars Vang Christensen, *Danish Shipowners' Association*
- Peder Gellert Pedersen, *DFDS*
- Morten Larsen, *Fjord Line A/S*
- Andrew Abbott, *ACL*
- John Garner, *P&O Ferries*
- Erik Østergaard, *Danish Transport and Logistics Association*
- Jens-Hermann Jenssen, *DnB Nor Bank*
- Alfons Guinier, *European Shipowners' Associations*
- Kristian Carøe Lind, *OSK-Ship Tech A/S*
- Mike Garratt, *MDS Transmodal*
- Aron Frank Sørensen, *BIMCO*
- Oskar Levander, *Wärtsilä*
- Professor Dracos Vassalos, *Safety at Sea Ltd.*
- Richard Goodwin, *Lloyd's Register*
- Mogens Schrøder Bech, *Danish Maritime Authority*
- Hans Otto Kristensen, *Technical University of Denmark*
- Markku Kanerva, *Deltamarin*
- Miel Vermorgen, *Port of Zeebrugge*
- Don Gregory, *Exhaust Gas Cleaning Systems Association*

Featured sessions at the RORO Shipping Conference 2011:

- **High profile ro-ro shipowner & operator panel:** hear ro-ro industry leaders on regulation, competition and consolidation – how are they planning for survival?
- **LNG stakeholder panel:** examine the potential of LNG as an alternative fuel for short sea shipping and the impact on costs and regulatory compliance
- **LNG powered ro-ro case study:** share Fjord Line's experience of converting a ro-ro ferry to LNG propulsion
- **Exhaust gas cleaning forum:** work through real onboard operational challenges of exhaust gas cleaners – what are the technical and economic benefits?

Official publication:

Lloyd's List

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Registration hotline: +44 (0)20 7017 5511

For latest programme and to book online please visit: www.informamaritimeevents.com/ro-ro2011

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Optimising Environmental Performance & Financial Viability

Pre-Conference Site Visit

Visit to MAN Diesel's DieselHouse Museum & Test Bed Facility Tuesday 8th March 2011

A free of charge visit has been arranged to the MAN Diesel's DieselHouse Museum which features an extensive exhibition of diesel technology, including a wide selection of unique engine models. In addition, visitors will have the opportunity to visit the MAN Diesel test bed facility.

Transport will be provided to and from the conference hotel.

Coaches will pick delegates up from the hotel at 13.30 and drop them back at 17.30.

Day One: Wednesday 9th March 2011

08.00 Registration & Coffee

09.00 Chairman's Opening Remarks

09.10 **Welcome Address**
Lars Vang Christensen, Chairman, **Danish Shipowners' Association**

09.20 **Keynote Address**
Future Challenges: Can We Simultaneously Meet The Changing Needs Of Our Customers, Improve Our Environmental Performance & Still Be Able to Raise Our Financial Viability?
Peder Gellert Pedersen, Executive VP Shipping Division, **DFDS**

Ro-Ro Shipping Market Overview

INDUSTRY BRIEFING

09.40 **Global Ro-Ro Market Forecast**

- Defining demand
- Cargo demand by sector and region
- Passenger demand – international routes
- Potential impact of technical development
- Public sector objectives and the role of the State
- Demand for ships and services

Mike Garratt, Managing Director, **MDS Transmodal**

10.10 Coffee & Networking Break

SHIPOWNERS & OPERATORS ANALYSIS

10.40 **Challenges for the Ro-Ro Industry: Regulation, Modal Competition & Consolidation**

- Emission Control Areas – impact on ro-ro sector and modal shift
- Globalisation and increased competition between ro-ro and container feeder lines and other transport modes
- Ro-ro – the paradox of road transport as customers and competitors at the same time
- Need for consolidation – can the industry manage change on its own?

Panel moderator:

Erik Østergaard CEO, **Danish Transport and Logistics Association**

Participants to include:

Andrew Abbott, CEO/President, **ACL**

John Gamer, Fleet Director, **P&O Ferries**

More speakers to join the panel of leading ro-ro operators. Follow programme developments at www.informamaritimeevents.com/ro-ro2011

11.40 **Ferry Financing in a Changing Financial Landscape**

- Developments in the ship financing market
- Impact on ferry financing
- Banks and the ferry industry – more than just financing

Jens-Hermann Jenssen, Vice President – Shipping offshore and Logistics, **DnB Nor Bank**

12.05 **EU Intermodal Policies: Short Sea Shipping & Ro-Ro**
Alfons Guinier, Secretary-General, **European Shipowners' Associations**

12.30 Lunch

14.00 **New Corridors & Transport Solutions: Europe's Emerging Trade Routes**

- The south-eastern Europe dimension
- The Adriatic as a gateway for emerging European markets
- Adriatic-Ionian/Aegean/Black Sea routes: case studies
- Short sea shipping in the transport mix
- Opportunities for new lines

Dr. Walter Vassallo, Managing Director, **STAR Ltd (Strategies Tools Advice and Research)**

14.25 **Marco Polo Programme: EU Short Sea Shipping Financing – Opportunities for Shipowners & Operators**

- Introduction to the Marco Polo Programme
- Subsidised actions
- Key requirements and benefits

Jian Bani, Partner, **I³ Group - Innovative Integrated Ideas, Brussels**

Green Ro-Ro: Tackling Emission Reduction

REGULATORY UPDATE

14.55 **Legislation & Regulation: Environmental Targets Going Forward**

- Present legislation: SOx and NOx emissions
 - Proposed future legislation: CO₂ emissions
 - Other air emissions which may be regulated in the future
 - Possible solutions and costs involved for lowering air emissions
- Aron Frank Sørensen**, Chief Marine Technical Officer, **BIMCO**

15.20 **Tea & Networking Break**
Featuring Speedy Business Card Exchange

An opportunity to make new contacts in a quick, easy and relaxed atmosphere. Optimise your time in Copenhagen in this effective networking setting. Remember to bring extra business cards!

15.50 **Views from the Danish maritime Authority**
Environmental Targets For the Future & Facilitating Work from the DMA
Mogens Schrøder Bech, Head of Division the **Danish Maritime Authority** & **Clea Henriksen Msc**, **Danish Maritime Authority**

16.15 **Determination of a Suitable Transport Unit for Evaluation of Environmental Performance of Ro-Ro Passenger Ships**

- Problem identification: the great diversity of ro-ro passenger ships
- Units for environmental performance calculations of ro-ro passenger ships – also seen from an EEDI perspective
- Description of new methodology for calculation of environmental performance
- Results and conclusion

Hans Otto Kristensen, Senior Researcher, **Technical University of Denmark** & **Constantin Hagemeister**, Naval Architect, **Technical University of Denmark**

16.40 **Proposal for Electrical Propulsion in Ro-Pax Vessels**

- Utilising excess power from alternative energy sources, for example wind turbines
- Related pro and cons involved

Kristian Carøe Lind, Department Manager, **OSK-Ship Tech A/S**

RORO FUEL OPTIONS

17.05 **Making Relevant & Cost-Effective Environmental Decisions: Fuel selection for Ro-Ro Vessels Operating in Emission Control Areas**

- What is the right fuel:
 - MGO - HFO and scrubber
 - LNG - Other
- Cost comparisons
- Future fuel scenarios

Oskar Levander, Head of Conceptual Design, **Wärtsilä**

17.30 Chairman's Remarks & Close of Day One

18.00 **Drinks Reception**
Mingle with your fellow conference attendees, speakers and exhibitors over a glass of wine!

Financial Viability: Solutions for the Ro-Ro Fleet

Day Two: Thursday 10th March 2011

09.00 Coffee

09.30 Chairman's Opening Remarks

09.40 Exhaust Gas Cleaning: Effective Solution to Environmental Demands for Ro-Ro Vessels

Following an overview on available technologies the session facilitator will work through real onboard problems and provide technical and economic solutions for the use of exhaust gas cleaners on ro-ro vessels.

- Exhaust gas cleaning: the only viable strategy for large ferries?
- What are the key issues?
- Ship design solutions for exhaust abatement technology
- Cost benefit analysis of LNG v. scrubbers

Lead facilitator: **Don Gregory**, Director, *Exhaust Gas Cleaning Systems Association*

LNG Powered Ro-Ro Vessels

PANEL DISCUSSION

10.40 Examining LNG as an Alternative Fuel for Short Sea Shipping: Cost v. Compliance

- LNG v. other fuel options
- LNG's future as a marine fuel and practical challenges
- LNG bunkering and supply infrastructure

Panel moderator:

Craig Eason, Technical Editor, *Lloyd's List*

Participants to include:

Miel Vermorgen, Director Sales & Logistics, *Port of Zeebrugge*

11.10 Coffee & Networking Break

LNG INDUSTRY CASE STUDY

11.40 Fjord Line's LNG Experience Assessment of a Conversion to Natural Gas in Ferries **Morten Larsen**, Technical & Nautical Director, *Fjord Line A/S*

12.05 New Generation LNG Powered Ro-Ro: 2-Stroke Engines Onboard Ro-Ro Vessels

- Ship operator's experience and feedback
- Use of LNG fuel in ME-GI engine
- New dual fuel engine development

René S. Laursen, Promotion Manager, *ME-GI, MAN Diesel & Turbo*

Ro-Ro Design & Operational Efficiency

12.30 Challenges in Using EEDI – Approaches for the Ro-Ro Sector

- Principle definition of EEDI
- Application problems for weight and volume carriers
- Safety related problems
- Consequences for ro-ro ship design

Professor Dr-Ing Stefan Krüger, Institute of Ship Design and Ship Safety, Head of Institute *TU Hamburg-Harburg*

FERRY DESIGN INNOVATION

12.55 Designing Cost Efficient Sustainable Ferries: Innovations in Ferry Design

- Parametric ferry modelling – possible avenues to cost reductions
- Optimisation for current and potential future demands
- Fuel efficiency with optimised design
- Environmental innovation

Markku Kanerva, *Deltamarin* & **Mikko Mattila**, *Deltamarin*

13.20 Lunch

Safety, Stability & Security

14.40 Safety & Security Regulations & Standards: Impact on Ferry Design & Operations

- New ferry configurations to meet new higher standards
- New design processes to meet conflicting new regulations
- New tool set to nurture innovation and manage complexity
- New insights into operational risk management and design feedback

PANEL DISCUSSION

15.05 Safe Return to Port: Implications & Practicalities

- Safe return to port – regulatory update
- Designs for new markets – how will this affect other ship designs and existing new-build regulations?
- Implications for the shipowner

Participants to include:

Professor Dracos Vassalos, Professor of Maritime Safety, *University of Strathclyde*, Glasgow, UK & Chairman, *Safety at Sea Ltd.*

John Gerner, Fleet Director, *P&O Ferries*

Richard Goodwin, Manager, Passenger Ship Support Centre – New Construction, *Lloyd's Register*

15.35 Watertight Doors: Operational Efficiency for Safety Enhancement

- Measure and meaning of ship stability
- Crisis management and decision support
- Operational impact on ship vulnerability
- Safety enhancement through efficient operation

Andrzej Jasonowski, Senior Research Fellow, Department of Naval Architecture and Marine Engineering, *University of Strathclyde* & Director, Research and Product Development, *Safety at Sea Ltd.*

16.00 Concluding Discussion Forum

16.30 Chairman's Closing Comments & End of Conference

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DFDS

DFDS Seaways provides Ro-Ro freight shipping services on the North Sea, English Channel, Irish Sea & the Baltic Sea with a route network extending from Russia to Ireland.

Sponsorship & Exhibition Opportunities

Take this **once a year opportunity** to join our corporate exhibitors, sponsors and fellow industry colleagues at the **RORO Shipping Conference**.

- Take away new sales leads
- Enter new markets / enhance your current position
- Launch new products or services
- Foster customer loyalty
- Meet and become acquainted with the industry's decision makers
- Establish contacts with industry specific media
- Showcase your company brand

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LinkedIn

www.informamaritimeevents.com/PortLinkedIn

Our LinkedIn Group (Global Liner, Ports and Freight Series) allows you to share ideas and expertise with your industry peers. Post a question/discussion and ask for feedback to help develop new ideas into working projects or solve problems that have confounded your own team.

More dates for your 2011 diary!

Informa Maritime Events

Green Ship Technology Conference
21st-22nd March 2011, Oslo

Scandinavian Ship Finance
5th-6th April 2011, Copenhagen

European Manning & Training
May, Istanbul

For more information visit
www.informamaritimeevents.com

Lloyd's Maritime Academy

LNG Fuel for Shipping
15th-16th February 2011, London

Reducing Ships Operating Costs
23rd-24th February 2011, London

KPIs for Shipping
4th-5th April 2011, London

For more information visit
www.lloydsmaritimeacademy.com

