

Maritime business opportunities within maritime emission control and retrofit

New technology, innovation and vessel operation optimisation

Time & place

4 - 5 March 2014

Aalborg Congress & Culture Center

Aalborg
Denmark



What?

The conference provides broad insights into the opportunities and challenges of environmentally friendly technologies for shipping, including regulation and legislation, scrubber technology, future fuel pricing, alternative fuels such as methanol and LNG, retrofitting, and Arctic environmental opportunities. The overall aim is to reveal business opportunities for both small and medium-sized companies in Scandinavia. Presentations in each session have been arranged to address the perspectives of shipowners, classification societies, manufacturers, and naval architects, respectively.

Why?

Political attention to the impact of maritime transportation on the environment and climate is sharpening. The result is tighter international regulations governing shipping's environmental impact, including CO₂, NO_x and SO_x emissions, ballast water treatment, and more. These comprehensive

environmental requirements, entering into force shortly, demand significant investment by shipowners and, therefore, present powerful business opportunities for maritime companies. The conference aims to update participants' knowledge of maritime regulations for shipping, and the many exciting business opportunities, enabling Scandinavian companies to be first-movers in the green maritime marketplace.

Who?

The conference is aimed at companies seeking to become part of the maritime 'cleantech' market, including shipowners, shipyards, equipment suppliers, service and repair providers, ship design companies, consultants, and educational institutions.

Register here:

<https://marcod.nemtilmeld.dk/5/at-MEpyxfBA/>

Practical information

Time & place: March 5, 2014 at Aalborg Congress & Culture Centre

Pricing:

Prices include conference participation fee, conference materials, food and beverages.

	Price excl. VAT	Price incl. VAT
EMUC & MARCOD member	DKK 1,500	DKK 1,875
Non-member	DKK 1,800	DKK 2,275
Student	DKK 1,200	DKK 1,500

Networking dinner:

We will be starting the conference on March 4 at 5 pm with a presentation by the Port of Aalborg, after which there will be a networking dinner at Restaurant Papegøjehaven at Aalborg Congress & Culture Centre. The dinner is priced at DKK 850 per person. Separate registration for this event is required using the same link as for conference registration.

Hotel:

A single room, incl. breakfast, costs DKK 855 including VAT. This rate is available under a special agreement with First Hotel, which adjoins Aalborg Congress & Culture Centre. When booking, please refer to booking number 3462972 to obtain this favourable price.

If you're arriving by car, there is plenty of parking at Aalborg Congress & Culture Centre and First Hotel, for a fee of DKK 7 per hour.

Exhibition:

You have the possibility to exhibit during the conference at a price of DKK 3.000 excl VAT for members of EMUC and MARCOD and DKK 5000 excl VAT for non-members. The stand area is up to 3 x 3 m².

Further questions or special requests? Please contact MARCOD's Sandra Madsen at: sm@marcod.dk / Mobile: +45 20 73 88 17

Cancellation:

Please e-mail your cancellation to: sm@marcod.dk
For cancellation 7 days prior to the conference, 50% of the conference price will be charged. For cancellation less than 7 days before the conference, full price will be charged.

Link to registration: (Networking dinner)

<https://marcod.nemtilmeld.dk/6/at-vwaFZoyX/>

17.20 - 18.30 ▶ Port of Aalborg, Mette Schmidt, Technical Director, and Brian Dalby, Civil Engineer: *"Port of Aalborg's environmental work and cooperation with shipowners"*

19.00 - 22.00 ▶ Networking dinner at 'Restaurant Papegøjehaven' at Aalborg Congress & Culture Centre
[See link to registration on previous page](#)

09.00 - 09.30 ▶ **Registration + morning tea**
(business card introductions)

09.30 - 09.40 ▶ **Welcome and day's agenda**
by Christine Lunde, CEO, MARCOD

09.40 - 10.00 ▶ Keynote speech by Thomas Eefsen, Head of Fleet Management Services, Maersk Maritime Technology:
"The challenges and opportunities of retrofit and emission control"

10.20 - 12.00 ▶ Scrubber Technology

- ▶ O.W. Bunker & Trading A/S, Steffen Kortegaard, Director:
"Pricing and availability of future marine fuels"
- ▶ Lloyds Register, Paul Herbert, Specialist, Engineering:
"Exhaust gas treatment via wet scrubbers, class and statutory approval processes"
- ▶ Wärtsilä Moss AS, Jan Fredrik Gulbrandsen and Raymond Johansen, Sales Managers, Exhaust Gas Cleaning: *"Exhaust gas cleaning systems: legislation aspects and exhaust gas scrubber solutions"*
- ▶ Hauschildt Marine A/S, Poul Fuglsang Petersen, Marine Engineer:
"Implementation of EGC systems"

12.00 - 13.00 ▶ **Lunch**

13.00 - 14.30 ▶ Alternative Technologies

- ▶ ScandiNAOS AB, Bengt Ramne, Naval Architect & Professor of the Practice, Chalmers University of Technology:
"Methanol, the marine fuel of the future"
- ▶ The Municipality of Ærø, Thomas Bay Estrup, Communication and Projects Coordinator: *"Energy efficient electric ferry concept - challenges and business opportunities"*
- ▶ S@IL, Anne de Vries, Project Manager, Province of Fryslân, The Netherlands: *"Sail into a sustainable future"*.
- ▶ ABB: Christian B. Petersen, Sales Engineer, Marine, Offshore, Oil & Gas: *"Shore power for vessels, including cruise vessels - business opportunities for ABB, ports and subcontractors"* and *"Retrofit of vessels - slow steaming, power factor correction, active filters, passive voltage conditioner, battery solutions"*

14.30 - 15.00 ▶ **Coffee & Competition**

15.00 - 16.30 ▶ Retrofit

- ▶ DFDS A/S, Poul Woodall, Director, Environment & Sustainability:
"Retrofit - a shipowner's perspective on the challenges and opportunities of new SO_x regulations"
- ▶ Bureau Veritas, Bengt Sangberg, Marine Chief Executive:
"Retrofit as a business development area, seen from a classification society's perspective, and opportunities for sub-suppliers"
- ▶ MAN Diesel & Turbo, Thomas Leander, Senior Manager:
"Green retrofit solutions for improving the bottom line"
- ▶ Odense Maritime Technology, Sven Thy Christensen, General Manager, Retrofit: *"Retrofit business opportunities as perceived by OTM for shipyards and sub-suppliers"*

10.20 - 12.00 ▶ Opportunities and challenges – including regulation and legislation

- ▶ Danish Maritime Authority, Kasper Søgaaard, Head of Division, Maritime Policy: *"Opportunities and challenges for green maritime equipment manufacturers based on the government's 'blue growth plan'"*
- ▶ Danish Ministry of the Environment, Dorte Kubel, Special Consultant:
"Regulation of air pollution from ships and ballast water"
- ▶ Danish Shipowners' Association, Maria Bruun Skipper, Senior Advisor:
"Possibilities and challenges for Danish shipping companies"
- ▶ Danish Maritime, Michael Prehn, Deputy Director:
"Challenges and business opportunities for Danish maritime companies within environmentally friendly technology in 'The Blue Denmark'"

12.00 - 13.00 ▶ **Lunch**

13.00 - 14.30 ▶ LNG Technology

- ▶ "Short Sea Promotion Centre Norway". Hans Kristian Haram, Managing Director: *"Norway – world leader in LNG for ferry operation – what are the business opportunities for small and medium sized companies and shipyards"*
- ▶ DNV/GL, Bjarne Mortensen, Business Development Director:
"Markets and the future for LNG-fuelled vessels"
- ▶ OSK-Shiptech A/S, Kristian Carøe Lind, Head of Department:
"A naval architect's perspective – what business opportunities does LNG technology present and what are the challenges?"
- ▶ Skangass, Johan Algell, Business Development Manager, Marine LNG: *"The fuel of the future – business opportunities for Skangass and other small and medium-sized companies"*

14.30 - 15.00 ▶ **Coffee & Competition**

15.00 - 16.30 ▶ "The Arctic - the environment and its opportunities"

- ▶ Royal Arctic Line A/S, Niels Clemensen, Executive VP:
"Business opportunities in the Arctic - learnings from strategic cooperation between a local operator and Danish supplier in Greenland"
- ▶ DNV/GL, Flemming Sandstrøm, Customer Service Manager:
"Challenges in the Arctic – from DNV/GL's perspective"
- ▶ Knud E. Hansen A/S, Brian Bender Madsen: Senior Mechanical Engineer: *"Challenges in polar design"*

16.30 - 17.00 ▶ Summary and conclusion / next year's conference with Steen Sabinsky, CEO, EMUC

17.00 - 17.30 ▶ Competition draw and awarding of prizes