

# Baltic Transport bimonthly-daily companion Journal

ISSN 1733-6732

№ 3/2009 (29), MAY/JUNE

€ 15/50 PLN (VAT 0%)

**BTJ Seminar: Coastal Poland**  
**Cargo opportunities & investment prospects**

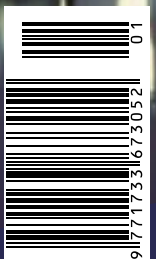
**Focus**  
**Baltic shipyards**

**Oil & gas transportation in the BSR**  
**Where will the lifeblood flow?**



**BALTIC PORTS  
ORGANIZATION**

Official media partner of the Baltic Ports Organization





# Baltic Transport Journal

**President of the Board**  
DOROTA SOBIENIECKA  
dorota@baltictransportjournal.com

**Publishing Director**  
PIOTR TRUSIEWICZ  
piotr@baltictransportjournal.com

**Deputy Editor-in-Chief**  
MARTYNA BILDZIUKIEWICZ  
martyna@baltictransportjournal.com

**Contributing Writers and Update Correspondents**

MAREK BŁUŚ, STANE BOŻIČNIK, VLADIMIR CHERNYSHEV, ALEXANDRE DUBOIS, MICHAŁ GOMERSKI, KATJA HANZIĆ, BARTŁOMIEJ HAPKA, JANUSZ KASPROWICZ, MARIUSZ KOŚCIELSKI, MACIEJ MATCZAK, MANIK MEHTA, RYSZARD MILER, BŁAŻEJ MYKOWSKI, ALISON NISSEN, ADAM OLESIEJUK, BARBARA ROGALSKA, ANETA SANDECKA, PIOTR B. STARENČZAK, PIOTR TRUSIEWICZ, WOJCIECH SOBECKI

**English Language Editors**  
ALISON NISSEN, MAGDA ŁUTEK

**Design and DTP**  
MEDON

**Art Director & Graphic Designer**  
DANUTA SAWICKA-ROMANOWSKA

**Publisher**  
BALTIC PRESS SP. Z O.O.

Address: 8 Pułaskiego Street  
81-368 Gdynia, Poland  
office@baltictransportjournal.com  
tel. +48 58 627 23 94, tel. +48 58 627 23 95  
fax +48 58 621 69 66  
www.baltictransportjournal.com

**Marketing & Sales (advertising, tradefairs, conferences)**  
PIOTR TRUSIEWICZ  
piotr@baltictransportjournal.com

**Subscriptions**  
KLAUDIA SOWIŃSKA  
klaudia@baltictransportjournal.com

**Print**  
MEDON  
Address: Medon sp. j.  
ul. Kartuska 245, 80-125 Gdańsk, Poland  
e-mail: medon@medon.gda.pl  
Internet: www.medon.gda.pl

**Circulation: 2,500**

**Cover photo:** © Urząd Miasta Gdańska

Subscriptions can be ordered in Kolporter offices in Poland. For more information call 0801-205-555 or visit www.kolporter-spolka-akcyjna.com.pl/prenumerata.asp

# Dear Readers,



Promotion and marketing are far more important in difficult times. Therefore, Baltic Transport Journal is proud to present you the new issue of our magazine, where we are focusing on showing the multi-faceted offer of Polish ports, terminals and coastal regions. The issue accompanies the BTJ Seminar, organized jointly with the Polish Ministry of Infrastructure and the Polish Embassy in the United Kingdom. We are taking you on a trip to coastal Poland to show you how transport and logistics enterprises can take advantage of the economic downturn. We remain loyal to our mission, symbolized by the bridge on the cover of BTJ – to link companies and businesses, this time from two sides of Europe: Poland and the United Kingdom.

As always, we are doing our best to have our fingers on the pulse of Baltic transport and logistics. Among the articles worth recommending is the in-depth analysis and ranking of Baltic shipyards, conducted by Marek Błus – a very current topic, especially when taking into account the latest news about the acquisition of the shipyards in Gdynia and Szczecin. Another hot topic on the agenda is oil and gas transportation – Błażej Mykowski, inspired by the Trans-Port and Energy Seminar, shows us the latest trends and possible directions of development in the industry.

In times of decreased traffic and reduced road transport costs, we asked the question how the present economic situation can influence the discussion about the EU policy of shifting traffic from road to sea. Can short sea shipping still be a true alternative to road haulage? Check what the experts think about this in our Just One Question section.

As we have just come back from the Transport Logistic fair in Munich, we are very curious if our impressions are similar to the ones of the TransRussia exhibitors. The latter, combined with deliberations about the situation on the Russian rail freight market, are being offered by Vladimir Chernyshev in his „On standby mode” article. Speaking of the railways, do not miss the article prepared by Alexandre Dubois of Nordregio, highlighting the railway links in the Baltic Sea region.

The worst you could do in times like the ones we are experiencing now is to sit back and wait for what is going to happen. Polish ports, terminals and coastal regions are aware of this and therefore on BTJ's orange pages you can read about their accomplishments and strategies for the future. I am deeply convinced that the success of the BTJ Seminar, promoting the Polish maritime industry, will encourage companies from the Baltic Sea region to invest in their marketing strategies for the sake of us all.

**Dorota Sobieniecka**  
President of the Board  
Baltic Press Sp. z o.o.

## Company index

APM MØLLER-MAERSK 37-39, 53; Admiralteyskiye Shipyard 37-39; AIG/Lincoln 5; Air Baltic 22; Air Berlin 54; Amadeus 22; APL 10-11; APS Technology 19; Austrian Airlines 22; Avia Solutions 22; Aviation Industries Ilyushin 22; Baltiyskiy Shipyard 37-39; BCL 18; BCT Gdynia 10-11; BLS Cargo 21; Bridgestone 4; Calsberg 4; Cargotec 4, 18; Cavotec 19; CEVA Logistics 20; Chemical Plants Police 4, 7; CMA CGM 19; Conductix-Wampfler 19; ContainerTrans 32-33; CroisiEurope 34-35; CTL Logistics 32-33; CTS Transport 32-33; Damco 10-11; DB 21; DCT Gdańsk 5, 9, 18; Deutsche GVZ-Gesellschaft 30-31; DGG 30-31; DHL 10-11, 20; ERS Railways 32-33; Estonian Railways 32-33; Eurolog 32-33; European Rail Shuttle 32-33; Finnair 22, 54; Flensburger Shipyard 37-39; flyLAL 22; GAC Logistics 20; Gdańsk Lech Wałęsa Airport 10-11, 22; Gdańsk Shipyard 37-39; Gdynia Shipyard 37-39; Gdynia-Kosakowo Airport 10-11; Green Cargo 21, 32-33; Grundfos 20; Hamburg Süd 18; Hansa Shipping 18; Hapag-Lloyd 18, 54; HDW Gaarden Shipyard 37-39; Hellmuth 10-11; Helsinki Shipyard 37-39; Hupac 21, 32-33; ICF 32-33; ICTSI 10-11; IMCL/BCL 10-11, 18; Intercontainer 32-33; Iveco 50-51; JAS-FBG 10-11; Karstensen Shipyard 37-39; Kombiverkehr 32-33; Kronospan 4; Kuehne&Nagel 10-11, 20, 32-33; LDZ Cargo (Lithuanian Railways) 32-33; Lindenaу Shipyard 37-39; Lisco 18; Lloyd's Register Group 10-11; LM Glasfiber 4; Lokomotiv 21; Lufthansa 22; MacGREGOR 18; Macquarie Group 8-9; Maersk Line 18; MAN 50-51; Marine Project Shipyard 37-39; Megamar 53; Mercedes-Benz 50-51; Mid Cargo 32-33; MSC 10-11; Munich Airport 22; Nordic Hamburg Shipping 18; Northern Shipyard 37-39; NYK 18; Odense Steel Shipyard 37-39; OOCL 18; Panattoni 5; PCC Intermodal 21, 32-33; Peene-Werft Shipyard 37-39; Peter Deilmann 34-35; PKP (Polish Railways) 32-33; Polet Airlines 22; Polzug 32-33; Port of Antwerp 6, 8-9, 10-11; Port of Bremerhaven 10-11, 32-33, 54; Port of Dunkirk 8-9; Port of Esbjerg 18; Port of Gdańsk 8-9, 18, 32-33, 42; Port of Gdansk Cargo Logistics 8-9; Port of Gdynia 10-11, 12, 32-33; Port of Ghent 6, 8-9; Port of Göteborg 18; Port of Hamburg 6, 10-11; Port of Kaliningrad 10-11; Port of Klaipeda 8-9, 10-11, 32-33; Port of Kotka 10-11; Port of Lübeck 32-33; Port of Odessa 32-33; Port of Police 7; Port of Riga 8-9; Port of Rostock 32-33; Port of Rotterdam 10-11, 18, 19, 32-33, 42; Port of Stralsund 34-35; Port of Szczecin 10-11; Port of Ust-Luga 26-27; Port of Ylyichevsk 32-33; Port of Zeebrugge 10-11; ProLogis 5; Rauma Shipyard 37-39; Renault 50-51; Riga Airport 22; Rohling 10-11; Rongcheng Shenfei Shipbuilding 18; Royal Greenland 4; RTC 21; Ryanair 22; RZD (Russian Railways) 21, 32-33; SAS 22; Schenker 10-11; Scylla Tours 34-35; Sea Chef Cruises 34-35; Sea Invest 8-9; STX Europe 37-39; Swedwood 4; Swiss Airlines 22; SWS Seehafen Stralsund 34-35; Szczecin & Swinoujście port complex 4, 6, 19; Szczecin New Shipyard 37-39; Tallink 18; Team Lines 10-11; TransContainer 32-33; TransRussia 48-49; Turku Shipyard 37-39; UECC 10-11; Viking Cruisers 34-35; Volkswertf Shipyard 37-39; VR-Cargo 32-33; Wadan Shipyard 37-39; WWL 20; ZIM 18.

# BTJ Seminar: Coastal Poland

**Ports, terminals, logistics centres:  
cargo opportunities & investment prospects**

**held under the honorary patronage of the Polish Ministry of Infrastructure**

*London, 3<sup>rd</sup> June 2009*



**H.E. Barbara Tuge-Erecińska**

The Ambassador  
of the Republic of Poland

## Poland is attractive

Despite the global credit crunch, Poland's situation remains stable. It is true that an economic slowdown has been noticed, however, the results of the breakdown on the world

financial markets still have only a limited impact on the Polish economy. The sources of economic growth (revival of investment demand, high consumption growth and dynamically growing export) allowed us to obtain one of the best results in the European Union in 2008, when Poland's GDP reached only a little less than 5%. We strongly believe that, despite the global difficulties we all have to face now, we will also witness the growth of our economy in the current year. The Polish economy is built on a sound basis, comprising transparent financial, economic and political institutions. What makes Poland even more competitive is its favourable position in central Europe, educated workforce equipped with foreign language skills, and attractive incentives for investors, also constituting a part of special economic areas.

In the last few years, Polish-British commercial cooperation has been developing exceptionally dynamically. According to the British data, in 2008 mutual sales came to more than GBP 7 bln, whereas the value of British export to Poland amounted to almost GBP 3 bln, putting Poland in the 18th place on the global scale and the ninth among recipients from the European Union. The value of British import from Poland amounted to more than GBP 4 bln, placing Poland as the 20th country on the global scale and the 9th among suppliers from the European Union.

The value of obligations stemming from the British direct foreign investments in Poland at the end of 2007 was EUR 4.6 bln, which puts Great Britain in the 8th place on the list of the largest foreign investors. In general, the inflow of net British capital that year amounted to EUR 613 bln, which again puts the British capital in the eighth position, as far as invested means in that period are concerned. That constitutes about 4% of the inflow of the total direct foreign investments in Poland in 2007.

I firmly believe that the seminar that will be taking place at the Embassy of the Republic of Poland in London on the 3rd of June 2009 will significantly contribute to a more effective introduction of the Polish investment offer to our British business partners and that it will increase their presence in Poland.

## Programme:

### 3.00 Embassy of the Republic of Poland in London

- Welcome by H.E. Ms Barbara Tuge-Erecińska

### 3.05 Polish Ministry of Infrastructure

- Keynote speech: Ms Anna Wypych-Namiołko  
– Undersecretary of State

### 3.15 West Pomeranian Region (Urząd Marszałkowski Województwa Zachodniopomorskiego)

- Mr Wojciech Drożdż, Member of the Voivodeship Board  
Ms Małgorzata Saar, Investors' Assistance Center Manager

### 3.30 Pomeranian Region (Urząd Marszałkowski Województwa Pomorskiego)

- Mr Marcin Piątkowski, Investor Assistance Centre  
Manager, Pomerania Development Agency

### 3.45 Szczecin & Świnoujście Seaports Authority (Zarząd Morskich Portów Szczecin i Świnoujście S.A.)

- Mr Jarosław Siergiej, President of the Management Board

### 4.00 Police Port Authority (Zarząd Morskiego Portu Police Sp. z o.o.)

- Mr Tomasz Melan, President of the Management Board

### 4.15 Port of Gdańsk Authority (Zarząd Morskiego Portu Gdańsk S.A.)

- Mr Julian Skelnik, Marketing Director

### 4.30 Port of Gdynia Authority (Zarząd Morskiego Portu Gdynia S.A.)

- Mr Janusz Jarosiński, President of the Management Board

### 4.45 Baltic Container Terminal Gdynia (BCT Gdynia Sp. z o.o.)

- Mr Krzysztof Szymborski, President of the Management  
Board

### 5.00 Q&A session Drinks and canapés

## West Pomeranian region

## Invest in North-West



Photo: The Marshal's Office of Zachodniopomorskie

**The opinion on the growing position of West Pomerania among leaders in the attractiveness for foreign investment is confirmed by the investors themselves. In fact, a number of them are already present in the region. Join us on a trip to meet West Pomerania's offer and the companies already taking advantage of it.**

One of the investors is the Bridgestone Corporation – the world's largest tire and rubber company. The others are inter alia: LM Glasfiber (a manufacturer of fibreglass blades for wind turbines), Kronospan Holdings and Swedwood Holding (both companies make furniture and wood products). We cannot forget Carlsberg Breweries – a brewery that makes probably the best beer in the world – or Royal Greenland, which is a producer of cold water prawns specializing in fishing and processing quality seafood. Moreover, at this very moment Cargotec (a provider of cargo handling solutions) is establishing its industrial plant in West Pomerania.

### Taking care of investors

The incentives for investors are numerous, starting with European Union funds, including Regional and Innovative Economy operational programs. As far as local conveniences are concerned, investors

can benefit from Special Economic Zones, which give them CIT exemption until 2020. There are also labour easements, for example diverse tools for enterprises hiring unemployed as well as several various facilities for R&D activity.

Last, but not least, the international investors will not be left on their own, but will get professional advisory services, which are provided by the Investors' Assistance Centre in the Marshal's Office of the West Pomeranian region. Its main tasks are being a liaison between investors and investment-process related institutions and a one-stop shop (comprehensive advisory) for investors.

"The West Pomeranian region is very attractive in terms of the business environment – not only because of well-known investment qualities, but also because of the great support (both financial as well as organizational) of the local authorities. I am more than convinced that apart from already existing investors, there will be more to come quite soon," persuades Mr Witold Jabłoński, the vice-Marshall of the West Pomeranian region.

### Where to invest

There are various sites where a potential investor can develop their activity. For instance, Goleniów Industrial Park located 30 km north-east of Szczecin is well developed for greenfield investments, while the Infrapark in Police (30 km north of Szczecin), an area surrounded by the Chemical Plant "Zakłady Chemiczne S.A.", is ideal for the inorganic chemical industry, heavy industry or utilization of by-products.

The business activity zone in Koszalin, located 170 km north-east of Szczecin, owns well developed land with production halls for sale/lease; further development of technical and transportation infrastructure is welcome.

The Science and Technology Park in Szczecin is the ideal place for starting, establishing and running business activity in branches of high technology, new workplaces, legal activity and synergy working. The park will be offering many services for companies, such as suitable infrastructure, office areas, conference rooms, laboratories, technical equipment, machines, access to risk, guarantee and loan funds, a database of potential well-qualified employees, bookkeeping, the law service, common marketing and a "business and innovation climate". The place is designed for IT, R&D and innovative technologies.

Speaking of Western Pomerania, it is unavoidable to mention the Szczecin and Świnoujście port complex. Located nearest to the Atlantic Ocean, comparing to other ports in the CEE region, it offers regular connections with Scandinavian countries as well as modern passenger as well as container and ro-ro terminals.

The region's economic potential is determined by the maritime industry and its services. The most dynamically developing sectors are also trading, tourism and recreation. The condition of the agriculture is improving – the average size of premises is twice the national standard.

Logistics, especially associated with the maritime industry, is one of the high-chance sectors. The sectors which are becoming more and more important are the renewable resources (especially wind energy), the wood, chemical and food processing sectors as well as Business Process Offshoring. For further information, please visit [www.coi.wzp.pl](http://www.coi.wzp.pl) or email [coi@wzp.pl](mailto:coi@wzp.pl).



**Investors' Assistance Center  
The Marshal's Office of  
Zachodniopomorskie  
Voivodeship**

An investor's guide to Pomerania

# Hot spot for logistics investments



Photo: Pomerania Development Agency

**If you want to invest in Pomerania (Pomorskie region), this seems like the time to do it. With its ever-growing potential in the field of transportation and storage infrastructure, the northernmost region of Poland is on the verge of becoming an attractive place for logistics investments, willing and able to meet the standards of European and global entrepreneurs alike.**

**T**he big news in the Tri-City investment world at the moment is the Pomeranian Logistic Centre, comprising about 200 ha of terrain with production, warehouse and service potential. It is situated right next to the Deepwater Container Terminal (DCT), Gdańsk's youngest container facility, which makes it the natural location for housing the terminal's prospective back-up facilities. The site wholly a property of the commune of Gdańsk and supervised by the Gdańsk Economic Development Agency who, in cooperation with the IAC (Investors' Assistance Center), are now searching for an investor interested in either purchase or long-term lease of the area. A direct link to the A-1 highway will be established upon the completion of the nearby Sucharskiego Route, and there are also plans to cover the Pomeranian Logistic Centre with the Special Economic Zone privileges. All things considered, in several years' time the DCT together with the adjacent back-up area is intended to become one of the leading logistic centres in the Baltic region.

Among the most interesting offers on IAC's menu are plots of land located along the A-1 highway. Two of such places seem to be of especially high value to potential investors with logistics ambitions: junctions at Swaróżyn and Pelplin-Ropuchy. Both are located in the Tczew-ski powiat, within an hour's drive distance from the Tri-City the moment the neighbouring stretch of A-1 is finished; both are versatile in terms of zoning – they could easily make excellent production or warehouse sites. The Swaróżyn lot is 150 ha large, with possibilities of further expansion, and is available for sale or lease. The Ropuchy junction is smaller (90 ha) and, interestingly, is church property owned by the Diocese of Pelplin whose representatives, as IAC assured us, are very open to investor talks. These are just two areas, selected out of dozens of sites with significant potential, which are up for grabs in the region.

Future investors will be glad to know that a field in which Tri-City has been making considerable progress recently is storage capacity. As of today, the agglomeration's total

warehouse space amounts to 200.000 m<sup>2</sup>, the bulk of which is in the hands of three major operators, all relatively new to the region: Pro-Logis, Panattoni and AIG/Lincoln. This gives Tri-City a national market share of around 3%. However, continuing growth of modern storage facilities is almost certain, as more high-profile companies are bound to enter the competition, encouraged by the successes of those before them, and by the massive development prospects of infrastructural undertakings, such as the construction of the A-1 highway, modernization of railway lines, and last but not least, the Euro 2012 championship.

## Where to go

When considering the investment possibilities in Pomerania, the first place to go is the Investor Assistance Centre. This non-profit body has all the necessary credentials – it operates within the structures of the Pomerania Development Agency (ARP) and is a local partner of the Polish Information and Foreign Investment Agency (PAIIZ). As such, they have at their disposal a rich database of investor-aimed offers of property and facilities in Tri-City and beyond. The IAC will guide you through the decision making process from day one until the opening day of your new enterprise.

At IAC, client service usually involves three stages. The first step will likely consist in the Centre providing the enquirer with a basic overview of the region's macroeconomic data and relevant legal and financial information to help them get a hang of the situation in the local markets. Next, a profiled offer is issued based on the stated requirements of the client company, regarding the type of desired activity, the size and location of the plot, etc. In the third stage the investor is invited to visit the places that they find most promising – such a visit's agenda and logistics is fully organized by the IAC, and meetings with local authorities or utility providers are arranged if need arises. This final phase can be repeated as many times as necessary to enable the investor to make a satisfying decision, and the entire process normally takes up to a year and a half, although record-breakers have been known to close the deal within seven months.

For more on Pomerania's investment potential, including a complete property database, visit IAC's website: [www.arp.gda.pl](http://www.arp.gda.pl).

Adam Olesiejuk

Szczecin &amp; Świnoujście port complex

# Deepen your connection



Photo: Świnoujście

## The inland Port of Szczecin and its seaside partner, Port of Świnoujście, will deepen their approach canal to increase their potential.

**T**he main strength of inland ports is their relative accessibility both from the sea and the landside. Huge container ships sail through rivers or canals like trucks through highways everyday traversing Europe to reach their hub. Their destinations are the ports such as Hamburg, Nantes, Ghent, or Antwerp, which are successful thanks to their inland localization. Port of Szczecin also wants to join the club.

### A window for the region

The strategic location of the Szczecin and Świnoujście port complex gives a possibility to reach over 135 mln potential customers. It is the closest port to the Czech Republic, Slovakia, South-Western Poland and Eastern Germany. Szczecin lies only 100 km from the Berlin agglomeration and has direct highway and railway connections with the hinterland. The Oder river

also gives multiple possibilities to reach the inland canals system. The main goal, which makes the Port of Szczecin more competitive, is to deepen the Szczecin-Świnoujście approach canal. Currently, the maximal draught for ships is 9.15 m. Deepening works are to be started soon and their aim is achieving a 12.5 m depth, which will allow to serve much bigger vessels. The result of the works will contribute to enhancing the attractiveness of the port in comparison to its competitors in the Baltic Sea region. It is of even higher importance if we take into account the fact that the Szczecin and Świnoujście port complex is the southernmost port in Poland, which makes it also a natural beneficiary of hinterland connections.

### Speaking of infrastructure

A widely planned modernization of existing quays (Fińskie, Czeskie, Słowackie and Zbożowe) and building new (Niemieckie and

Dąbrowieckie) ones in the Port of Szczecin will significantly contribute to successful development. Moreover, the new container terminal is expected to be opened this year with a capacity of 120,000 TEU and a potential to build-up. Also of significant importance is the newly created 20 ha area for the West Pomeranian Logistic Centre; the undertaking includes complete infrastructure with roads and the rail tracks network, water mains, electrical grid and parking for forty trucks, waiting for a leaseholder. The Szczecin and Świnoujście Ports Authority has declared competitive conditions of lease to companies, which would take part in the development of the area.

To sum up, the Port of Szczecin is playing an important role in the West Pomeranian region and wants to improve its position by constant investments in infrastructure. The huge potential to become the focal point for the Baltic Sea, connecting southern Europe with Scandinavia, is supported by the European Union, the Polish government and local authorities.

**Wojciech Sobiecki**  
Spokesperson for the Szczecin and Świnoujście Seaport Authority

## The Port of Police

# The port's eco-friendly face



Photo: The Port of Police

**The port in Police, situated in the West Pomeranian region, used to operate exclusively for its owner – Chemical Plants Police. Now it is ready to present its abilities to other partners. The Management Board of the Seaport Police Authority, with its shareholders, Police Chemical Plants and the local community, are jointly implementing a project called the “Green Bay”.**

**T**he history of Police Port dates back to 1970, when the first cargo ships moored on the quay of its barge port. In the beginning, cargos were transported from bulk carriers to barges in Świnoujście and then to the Police factory. In the late 1970s, a rising level of cargo transported from the Police factory and the need to ease the load of the Szczecin-Świnoujście port complex resulted in a decision to build a chemical works port on the river Oder with a capacity that would enable to serve ocean-going vessels. The project was taken over by the Chemical Plants Police, one of the largest Polish producers of non-organic chemical products, in 1982 and completed in 1993. The new port was ready to serve chemical works and belt conveyors for unloading raw materials and loading fertilizers onto ships. In 2004, the board of Chemical Plants Police decided to appoint a company to manage the port. Today, 90% of its shares belong to the factory and 10% to the Police Community. The port handles approximately 2.5 mln tons of cargo every year.

## Geo-conditions

The city of Police has a great connection with its surroundings due to a network of road, water, railway and air transport routes. The nearest located cities are Szczecin, Goleniów with its domestic airport, Świnoujście, with a passenger and cargo ferry border crossing to Scandinavia and Berlin (140 km from the country's border). The region of Police is connected by the local 114 and 115 roads, national 10 (Szczecin-Piła-Budgoszcz), international road 6 (from Szczecin through Koszalin and Gdańsk to Kaliningrad, Riga and Kaunas), Highway A6 (E28) Szczecin-Kołbaskowo-Berlin and express road S3 (E65) Świnoujście-Goleniów-Szczecin. The railway transport system has been expanded, mostly for the needs of the Chemical Plants Police, but the current infrastructure also presents a possibility to develop the connections, including the construction of railway sidings. Although Police Port is not directly connected to the open sea, it has access to it via the Świnoujście-Szczecin water lane, which is 10.5 m deep. This feature enables a movement of ships with a 160 m length and a 9.15 m draught or a length of

206 m and a draught of 8.15 m, which corresponds to a fully loaded bulk carrier with a capacity of 16 – 18,000 DWT or a partly loaded bulk carrier of 40,000 DWT. The location of the port provides all-year access. An analysis conducted by the Szczecin Maritime University showed the possibility of handling ships with the maximum permissible draught; moreover, potential partners do not need to be afraid of changing water levels, tides or ice conditions.

## Infra-conditions

The port infrastructure consists of three elements: the Sea Terminal, the Mijanka Terminal and the Barge Terminal. The port is used as a transshipment terminal for bulk cargos such as phosphorites, apatites, titanite iron ore, potassium salt, fertilizers, ammonia and sulphuric acid. Within the “Green Bay” project, the Management Board of Police Port plans an extension of the existing infrastructure. Reserve development grounds occupy more than 300 ha, so there is enough space for investments such as: the construction of two new berths, 200 m long each (universal and dolphin), building a new road (2200 m long) to improve access to the port, as well as construction of a new railway line of 5,725 m in length. When considering the infrastructural aspect, it is necessary to mention the access to the media. Although construction of a new power network with a mean voltage of 6 kV is in the plans, currently the port uses the existing power network from the Chemical Plants Police. There is a gas (methane) network, a city water supply system, their own heat supply system, access to the telecommunication network and the port's sewage treatment plant.

## HR conditions

A strong scientific base and specialized graduates are factors which the future enterprises can depend on. The Police Industrial Park provides convenient solutions for establishing enterprises. Investors are offered the sale of or leased land on preferential conditions, a supply of cheaper media in relation to the free market and fast access to information regarding investment areas and technical conditions. For more information, please visit [www.greenbay.pl](http://www.greenbay.pl).



Barbara Rogalska

*The Port of Gdańsk*

# A port for every kind of cargo

The geographical advantage of the Port of Gdańsk is mentioned by many works of many economists. However, one also has to take into account its historical background, enabling the port to tie strong knots of friendship with many partners.



Photo: The Port of Gdańsk

**H**istorically, the port was a gateway to Western Europe for Polish, Hungarian and even Moldavian goods. It also maintained strong relations with Lithuanian Klaipėda, Latvian Riga and Russian Novgorod. For years it has held a place in the top 10 largest Baltic ports and only temporary fluctuations in the world economy could lead to worse results. Today, as a centre of distribution Gdańsk is a key element of Trans Corridor VI, connecting the Nordic countries with South-Eastern Europe.

Polish accession to the European Union has created additional opportunities for development. Completed and planned projects are the expansion and modernization of port infrastructure, as well as improving the port's communication with the national and international transport network.

The biggest asset of the Port of Gdańsk is the possibility of developing deep-sea transshipment bases, serving the biggest vessels entering the Baltic. This enables not only development of dumping areas, but also greenfield investments.

The existing handling potential, which plays an important role in ensuring energy security for the whole of Poland, is not thoroughly

taken advantage of. Despite this, liquid fuels storage facilities developments, as well as implementation of new technologies for coal imports, are being planned.

## The already convinced

Increasingly, these intentions are carried out by external capital. Acquisition of the cargo handling and storage enterprise "Port Północny" by the recognized port operating company "Sea Invest" is an excellent reflection of the growing interest in Gdańsk. The operator's experience, gained inter alia in Antwerp, Gent and Dunkirk, makes it possible for the Port of Gdańsk to look forward to creating a site for handling dry bulk cargo.

Another example of the port's attractiveness for foreign investors is the Macquarie Group of companies from Australia, who financed the construction of the Deepwater Container Terminal DCT Gdańsk. The terminal offers year-round, ice-free access for vessels with a draught of up to 15 metres, providing excellent conditions for the creation of a Baltic container hub. Today the Port of Gdańsk has

the potential to handle 600,000 TEUs, and a possibility of expanding this capability to 3 mln TEUs. Worth noting is also the upcoming creation of the logistics centre in the vicinity of DCT. Its area is supposed to cover about 200 ha.

The completion of the Sucharskiego Route, together with a tunnel under the port channel of Martwa Wisła, will undoubtedly have a serious impact on the further development of the port. It will connect the left and right parts of the port with the southbound motorway A-1. The construction of a new railway bridge on the route from Port Północny to the southern artery is also being planned. Both projects are on the list of the European Operational Programme 'Infrastructure and Environment'.

**A titbit for investors**

An analysis of the port's development plans cannot ignore an important logistics element of its operations, which is the Port of Gdańsk Cargo Logistics (Port Gdański Eksploatacja, PGE). Its almost exclusive owner, the Port of Gdańsk Authority, is taking decisive steps to privatise its daughter company. Rapid growth of PGE can only be ensured by an owner, who already has the experience as a port logistics operator. The company is operating on the most attractive quays of the internal port, but also has access to the deep-water zone. Further investments in its quays is bound to attract new clients and cargos. To facilitate the privatization, the Port of Gdańsk Authority has decided to transform PGE into a limited company and has started to adapt the ground leased by PGE to the implementation of new technologies. To sum up, for a reliable partner, the Port of Gdańsk Cargo Logistics will be a titbit.

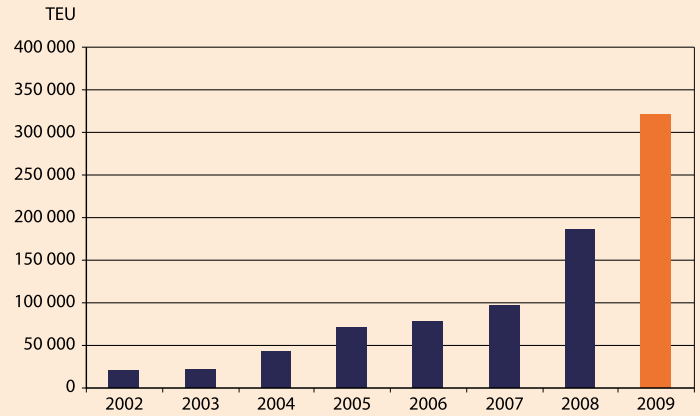
**A clear division**

Earlier decisions of the Polish government have predestined the Port of Gdańsk to handle mainly bulk cargo: liquid fuels, petroleum products and coal. The economic reality of the past few years is, however, verifying the validity of past priorities. New transportation technologies are being developed and the outskirts of the port are being modernized.

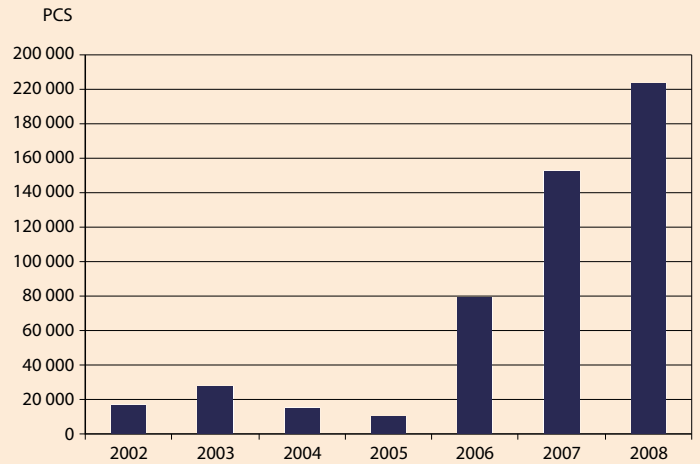


Photo: The Port of Gdańsk

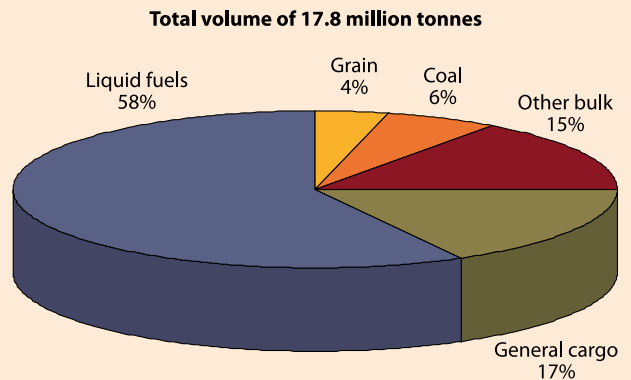
**Containers**



**Vehicles**



**Cargo handling structure in 2008**



A clear division becomes apparent. From a chain of well planned investments the "Old Port" has been adapted for Baltic feeder transport and the deep-water "Outer Port" has been made more suitable for berthing large ocean vessels. Fulfilling the requirements of modern and economical shipping, Gdańsk has become a port for every kind of cargo.

*Janusz Kasprowicz*  
Spokesperson for the Port of Gdańsk Authority

## Baltic Container Terminal Gdynia

# A solid link in the supply chain



Photo: BCT Gdynia

**Every day millions of containers are loaded onto ships to reach their destination. Somewhere in the supply chain are ports with their container terminals. Common, but not a quite true image of those places is a quay with a few cranes. In fact, a modern container terminal is a huge logistic center providing various services. BCT Gdynia is the best example. As the first in Poland BCT received the EN ISO 9001:2008 certificate from Lloyd's Register Quality Assurance (LRQA).**

## Location, location, location

Gdynia, the city where BCT is located, lies between Eastern and Western Europe. Only 150 km separates the city from the Russian border. A fast-growing network of trans-Baltic connections operating from the BCT quay, by carriers such as MSC, APL, Team Lines, IMCL/BCL and UECC gives a possibility to transit containers and other goods to and from all over the world. Intermodality is the strong point of BCT. A direct highway and railway connect the terminal with its hinterland. The Gdańsk Lech Wałęsa Airport is situated just 25 km down the highway. In 2012, a new commercial airport is expected to be opened in Gdynia-Kosakowo, only 5 km from the terminal. To sum up, this localization offers multiple possibilities to reach over 38 mln potential customers in Poland and neighbouring countries, including Russia, Germany, the Czech Republic, Slovakia, Belarus, Ukraine and the Baltic States.

## The key: cutting the transit time

BCT, which is owned by International Container Terminal Services Incorporated (ICTSI), makes a point of quality and velocity of services. A 60 ha complex contains inter alia a quay (800 m long, 12.5 m deep), an adjustable ramp (hydraulically operated, serving ro-ro vessels equipped with stern ramps), a railway terminal (with 3 rail tracks 300 m long each), 5 entry and 4 exit gates for containers/trucks, storage yards accommodating 20,000 TEU, a bonded area (529 sq. m) as well as two general cargo warehouses (20,000 sq.m and 1,058 sq.m). Modern facilities combined with advanced computer systems (TOS) and experienced staff are the key to maximizing the capacity. Currently, it is 750,000 TEU with a maximum potential of one mln TEU. The average time of serving a truck from entry to exit is just 40 minutes. Additionally, a three shifts system provides a 24/7 service of the highest standard.

## Supplementary services

BCT, thanks to its advanced infrastructure is prepared to deal with any order. A professional and wide consumer service is a principle in such companies. What distinguishes BCT from other terminals is its elastic approach, when it comes to fulfil the clients' demands. All operations on containers, general cargo and ro-ro motor vehicles are always carried out professionally and with flexible prices. Moreover, special, oversized loads are also welcome at BCT. In the terminal's main building many forwarding and shipowners offices are located, i.e. Schenker, DHL, JAS-FBG, Damco, Hellmann, Rohlig, Kuehne&Nagel. The Customs House is there, too.

Where the land meets the sea, you need an expert for your operations. BCT is certainly among those to consider. ■

*Bartłomiej Hapka*

## Turnover of the Terminal in the years 2000-2008

year	number of vessel calls	boxes	TEU	cars & trucks pcs
2000	1040	123,038	188,272	49,072
2001	948	135,890	217,024	33,946
2002	854	152,788	247,907	35,159
2003	743	189,871	304,745	16,635
2004	798	233,668	372,762	32,950
2005	815	247,428	395,757	29,549
2006	731	257,086	402,557	54,827
2007	793	320,235	493,860	74,656
2008	712	280,847	440,591	71,632

Shipping Lines served by  
Baltic Container Terminal

Ports	Shipping Line	Ships	Number of calls	vessel's capacity
Antwerp Bremerhaven Klaipėda	MSC	MSC RHONE MSC MARIA MSC LAUREN MSC TAIPAN	2 weekly	1584 TEU 1254 TEU 1948 TEU 925 TEU
Bremerhaven Klaipėda	APL	EURO STORM	1 weekly	686 TEU
Hamburg Bremerhaven Kaliningrad Klaipėda	TEAM LINES	BUXTEHUDE GOTLAND ANNALAND BIRKALAND MARIS BELUGA SENSATION LIVLAND	1-2 weekly	868 TEU 822 TEU 868 TEU 868 TEU 508 TEU 750 TEU 866 TEU
Bremerhaven Hamburg Klaipėda Szczecin Rotterdam Kotka	IMCL/BCL	MARIA SCHEPPERS ELEGANCE BF MARYAM MONSUN RHEIN CARRIER IWONA DENEK TRANS JORUND GERMAN	2-3 weekly	262 TEU 374 TEU 509 TEU 724 TEU 374 TEU 672 TEU 509 TEU 340 TEU
Bremerhaven Kaliningrad		VICTORIA BETSY S.	1-2 monthly	508 TEU 366 TEU
Zeebrugge Hamburg Klaipėda	UECC	PELANDER RITA DEL MAR AUTORACER	1 weekly	2780 cars 2780 cars 1060 cars

The Port of Gdynia

# One stop... port

**What can a bulk terminal and a general cargo terminal have in common? Regarding the Port of Gdynia, they are both offering promising amenities and are awaiting a private investor.**



Photo: The Port of Gdynia

**A**ccording to Polish law, port authorities are obligated to cede control of their operating activities to private enterprises through privatization. The operating area should therefore be private entities' fields of activity, whereas the port authority ought to remain a landlord-port. At the moment, two important companies, hitherto owned by the port authority, are to be privatized in the second half of 2009. Let us take a look at their offer and facilities.

### Every type of cargo is welcome

MTMG – the Maritime Bulk Terminal Gdynia – operates as a universal terminal and renders handling, storage, big-bagging and sorting services related to any bulk cargo in port – maritime trade. It handles coal and coke, grain and fodder, ores, other bulk and liquid cargo as well as general cargo. The terminal comprises four quays: Holenderskie, Szwedzkie, Śląskie and the Southern Pier of Duńskie; the latter is dedicated to handling liquid bulk cargo, including 3, 6, 8 and 9 class chemicals according to the IMDG code. Basic data about the quays are shown in Table 1. Additionally, the Maritime Bulk Terminal also operates and

provides technical services on the Liquid Fuel Berth, located on the breakwater. The berth handles tankers of up to 210 m long, with a draught up to 10.80 m.

### Everything in one place

The Baltic General Cargo Terminal Gdynia (BTDG) is a multi-modal port terminal that renders services related to handling, stowage and storage of steel products, bagged cargo and also granite blocks, heavy lifts, oversized cargo and containers. BTDG handles conventional general cargo and ro-ro and sto-ro cargo.

A part of BTDG is dedicated to handling ro-ro cargo and is located within Basin V of the Port of Gdynia. The ro-ro terminal

comprises three modern ramps, new and comprehensively reconstructed warehouses as well as paved storage yards. The terminal is equipped with modern handling facilities, including a 45T quayside container gantry crane, SISU truck-tractors, RT 60T semi-trailers, a Clark and Kalmar 11.5 – 7T stacking machine and 2 SISU15T reach stackers. The most important facilities that BTDG has to offer are:

- quays of 4.3 km length, minimum 8 m and max. 13 m depth
- 3 ro-ro ramps (including one swinging ramp),
- 125,000 m<sup>2</sup> of covered storage area,
- 120,000 m<sup>2</sup> of open storage yards, including 5,000 m<sup>2</sup> of sheds area (RT),
- bonded warehouse.

Taking into account all the abovementioned facilities, one can say that there is no need to move any activities to another site. Everything a transport or logistics company needs is here, in one place.

By putting its companies on the market, the Port of Gdynia Authority aims at maintaining the port's public character while creating innovative, dedicated cargo handling and warehousing sites at the same time. "It is not only revenues that we are expecting from the privatization process," says Jan Lewko, Marketing and Development Director at the Port of Gdynia Authority. "Equally important is creating an environment where technological and organizational development will take place – for the sake of the terminals as well as the whole port."

For further information about the legal procedure and privatization, please visit [www.port.gdynia.pl](http://www.port.gdynia.pl).

*Martyna Bildziukiewicz*

**Table 1. The quays in the Maritime Bulk Terminal Gdynia**

Quay	Length	Maximum draught	Storage area
Holenderskie Quay	500 m	12.8 m	storage yards – 14,223 m <sup>2</sup> , warehouse – 20,000 m <sup>3</sup>
Szwedzkie Quay	444 m	10.6 m	storage yards – 8,197 m <sup>2</sup> , two flat warehouses – 12,225 m <sup>2</sup>
Śląskie Quay	353 m	8.6 m	storage yards – 21,209 m <sup>2</sup>
Southern Pier of Duńskie Quay	170 m	9.5 m	

**BTJ Seminar: Coastal Poland**

Invest in North West ..... 4  
*West Pomeranian region*

Hot spot for logistics investments ..... 5  
*An investor's guide to Pomerania*

Deepen your connection ..... 6  
*Szczecin & Świnoujście port complex*

The port's eco-friendly face ..... 7  
*The Port of Police*

A port for every kind of cargo ..... 8  
*The Port of Gdańsk*

A solid link in the supply chain ..... 10  
*Baltic Container Terminal Gdynia*

One stop... port ..... 12  
*The Port of Gdynia*

BTJ Calendar of partnership events ..... 16

What's new ..... 18

Just One Question: Still good alternative to road transport? ..... 24  
*Short sea shipping*

Where will the lifeblood flow? ..... 26  
*Trends in BSR oil & gas transportation*

From vision to action ..... 28  
*Baltic Master II*

**Report: Behind the ports ..... 29**

**Baltic Ports Organization Newsletter ..... 34**

**Focus: Baltic shipyards ..... 37**

Protecting merchant ships ..... 40  
*Naval cooperation & guidance for shipping*

A niche hub for the Baltic? ..... 42  
*Groningen Seaports are looking for partners*

The dry freight and tanker market ..... 44

Strategies for the future ..... 46  
*Rail transport networks in the BSR*

On standby mode ..... 48  
*TransRussia impressions and more*

Eco-driving ..... 50  
*Soft measures for more sustainable road transport*

Transport miscellany ..... 53

Who's who ..... 54



# CONTAINERSHIPS

- 40 years of experience in short-sea shipping
- Comprehensive Door to Door transport of any containerized cargo.
- Pallet Wide containers (20'ft, 40'ft, 45'ft)
- Regular sailings via ports: St.Petersburg, Helsinki, Liepaja, Klaipeda, Gdańsk, Södertälje, Aarhus, Hamburg, Rotterdam, Ghent, Tilbury, Teesport, connection to Ireland and Iceland
- **New service from Northern Europe and Baltics to East Mediterranean and Northern Africa (Italy, Greece, Turkey, Libya, Tunisia)**

**Head Office:**

Containerships Ltd Oy  
 Mannerheimintie 15 B, 00260 HELSINKI, Tel. +358 207 441 441, Fax +358 9 407 107, e-mail: sales@containerships.fi  
 For contact details to our regional office please visit: www.containershipsgroup.com

# BTJ calendar of partnership events 2009

## BTJ 3/2009 (May-Jun edition)

Special Report: Behind the ports  
Focus on: The Baltic shipyards

Issue distributed at:

 **BTJ Seminar: Coastal Poland ports, terminals, logistics centres**  
3 June 2009, UK/London  
[www.baltictransportjournal.com](http://www.baltictransportjournal.com)

 **Nor-Shipping 2009 Expo & Conference**  
9-12 June 2009, NO/Oslo  
[www.nor-shipping.no](http://www.nor-shipping.no)

 **TOC Europe 2009 Expo & Conference**  
16-18 June 2009, DE/Bremen  
[www.tocevents-europe.com](http://www.tocevents-europe.com)

The BTJ seminar reflecting one of our core roles – promoting transport companies from the Baltic region worldwide. We have gathered the main Polish ports, a leading container terminal and northern Poland's regional authorities to present their business offers in the TFL sector. We chose London, Europe's centre for international shipping and financial/investment services. The event is co-organised by the Embassy of the Republic of Poland in London and held in place, under the honorary patronage of the Polish Ministry of Infrastructure.

One of the most important bi-annual meeting places of the global maritime industry and much more than just an ordinary expo and conference. With a long and rich history Norway Trade Fair's fundamental aim is to create business opportunities, and with over 800 exhibitors and more than 13,000 visitors (2007) the numbers clearly speak for themselves.

This year's Terminal Operations Conference and Exhibition moves to Bremen. Following 2008's figures with 2,500 attendants and 133 exhibitors demonstrating their products and innovations, one needs to expect a spectacular event, not only for the seaports/terminals and shipping industry, but the whole supply chain management.

## BTJ 4/2009 (July-Aug edition)

Special Report on: Baltic maritime transport  
Focus on: Aviation market

Issue distributed at:

 **Baltexpo 2009 Exhibition**  
1-3 September 2009, PL/Gdańsk  
[www.baltexpo.eu](http://www.baltexpo.eu)

 **BPO XII General Assembly**  
3-4 September 2009, DK/Aarhus  
[www.bpoports.com](http://www.bpoports.com)

 **Airports 2009 Conference**  
24-25 September 2009, PL/Warsaw  
[www.actiaconferences.com](http://www.actiaconferences.com)

 **CEE Air Cargo 2009 Conference**  
9 October 2009, PL/Warsaw  
[www.easteurolink.co.uk](http://www.easteurolink.co.uk)

The jubilee 15<sup>th</sup> International Shipbuilding and Shipping Exhibition Baltexpo 2009 comprising the trade fair and the conference, will traditionally cover shipbuilding/ship-repair topics as well as equipment and services for the industry.

Fifty major Baltic seaports' annual meeting and a conference gathering executives from ports, port-related industries, international organisations, members of the EP, consulting companies, academia and professional media. Co-organised by The Port of Aarhus.

The fifth edition of the international aviation conference, a well-known event for all kinds of air transport business in Poland and the CEE market. Delegates from various European countries will deal with the challenges of passenger/cargo traffic slowdown in the region's airports.

Entering its 2<sup>nd</sup> year, the conference is addressing the most current issues for the Central and Eastern European air industry, like the financial crisis, practical advice and cost saving strategies, assessing ways to stimulate air cargo traffic growth and examining profitability of the cargo/parcel forwarding airlines.

## BTJ 5/2009 (Sept-Oct edition)

Special Report on: Railway transport & infrastructure  
Focus on: Ro-ro & ferry market

Issue distributed at:

 **TRAKO 2009 Expo**  
14-16 October 2009, PL/Gdańsk  
[www.mtgsa.pl](http://www.mtgsa.pl)

 **Baltic Ro-Ro & Ferry Conference 2009**  
October/November 2009, tba/tba  
[www.actiaconferences.com](http://www.actiaconferences.com)

 **Global Shipping Summit China**  
November 2009, China/Dalian  
<http://en.shippingchina.com>

 **Intermodal 2009 Expo & Conference**  
3-5 November 2009, ES/Valencia  
[www.intermodal-events.com](http://www.intermodal-events.com)

 **TLS Congress 2009**  
24-25 November 2009, HU/Budapest  
[www.tls-congress.com](http://www.tls-congress.com)

The most prestigious rail industry meeting in Poland and one of the largest in Central and Eastern Europe. A nice opportunity to promote rail transport, freight forwarding and logistics, present the latest technologies and hold business meetings. The event is organized in partnership with Polish State Railways (PKP S.A.) and accompanied by an extensive programme of seminars, conferences & company presentations.

The event concentrating on ro-ro, ro-pax and con-ro traffic on the Baltic Sea, giving a thorough insight to shipping/port/hinterland matters, actual trends in vessels technology and ro-ro shipping's role in the regional logistics network.

The 4th edition of the grand event gathering giants from shipping companies, ports, freight forwarders, traders, investment and financial institutions, IT business and government officials, both from China and abroad. Last year more than 1,600 delegates from over 27 countries joined this event to exchange ideas and experiences, build up business relationships, create new industry patterns and establish new cooperations.

The world's leading intermodal event comprised of a comprehensive exhibition and a conference held uninterruptedly for 34 years. As usual, expect over 100 exhibitors and more than 30 acclaimed speakers. A must attend for professionals involved in the container business.

The TLS Congress for Central and Eastern Europe is once again inviting you for a discussion and networking with Europe's leading companies on the latest strategies, initiatives and developments with regard to transportation, logistics and warehousing in the EU.

## BTJ 6/2009 (Nov-Dec edition)

Special Report on: BSR containerization  
Focus on: Road transport & infrastructure

\* to be announced

Dates and places of the events are subject to be changed by the organizing parties.

# Baltic Transport bimonthly-daily companion Journal

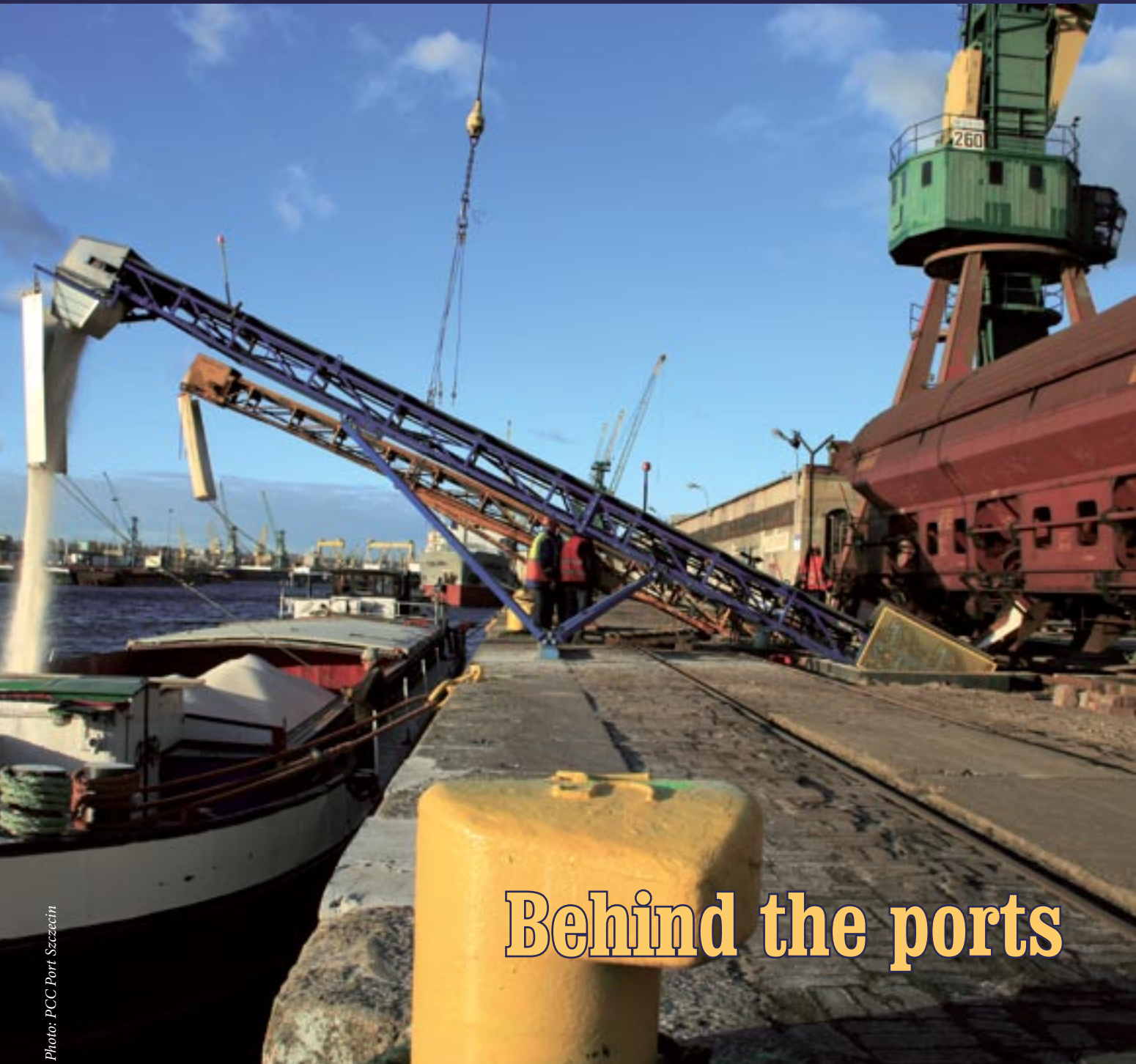


Photo: PCC Port Szczecin

## Behind the ports

<i>Success through synergy .....</i>	<i>30</i>
<i>Railways supporting the ports .....</i>	<i>32</i>

## The Port of Stralsund

# The Hanseatic spirit

Walking along the streets of the German city of Stralsund, one can still feel the spirit of the Hanseatic city. Some even say that the tradition of being one of the major long-distance ports in northern Europe in the Middle Ages is the reason for the port's logistic success now.



Photo: The Port of Stralsund

**A**ccording to Sören Jurrat, Marketing and Sales Director of the Seaport of Stralsund, the harbour is now an efficient and attractive logistics centre. Naturally, the port's location on the Baltic coast of western Pomerania influences to some extent the main directions of foreign exchange. However, apart from Norway, Sweden (gypsum, limestone, building materials), Finland (steel, scrap) and Denmark, one of its most important partners is the United Kingdom, from which steel plates are imported and where agricultural products are being shipped.

### In search for...

The port is owned by SWS Seehafen Stralsund GmbH. The company's target is the

processing and manufacturing industry, for which the port offers a high level of logistics services. In addition to the logistical and infrastructural facilities, the goods and services available from local companies are also a major attraction. Subsidies and a well-educated and trained workforce are further arguments favouring locating in Stralsund. Access to the European system of inland waterways is also worth mentioning.

Apart from the abovementioned advantages of the port, let us present you with some basic data. The port's quay length is 2,300 m, on which 25 berths of a 7.5 m depth are located. The port spreads over an area of 85 ha (including water). The covered storage goes as far as 3,000 m<sup>2</sup>, whereas the open storage covers 50,000 m<sup>2</sup>. The port's silo capacity comprises 30,000 t.

Seehafen Stralsund focuses on conventional cargo handling, especially metals,

steel plates and steel bars for the German and European shipbuilding industry, in cooperation with its sandblasting facility inside the port. Over 200,000 tons of steel for German shipyards is handled and processed yearly. Furthermore, the port provides modern equipment for dry bulk (building materials, agricultural products, gypsum and limestone). Another landmark is the logistics service for East German power stations, the construction industry and export as well as import of agricultural goods.

"The key in our philosophy is the universality – in harmony with high quality standards, flexibility and long-term experience in stowage and warehousing," says Sören Jurrat. In fact, apart from cargo handling, the Port of Stralsund is slowly becoming an important destination for cruise shipping. The development of this activity gathered pace

in 2002, when the Old Town of Stralsund was recognised as a world heritage site. At the moment, the seaport is the most heavily frequented harbour for river cruise liners in Germany. Famous lines (Peter Deilmann, Scylla Tours and SeaChef Cruises, CroisiEurope, Viking Croisières) use it as the base for their tours through the unique canal and shoreline waters of Brandenburg and Mecklenburg-Vorpommern.

#### Four in one

The port comprises four main harbours, each of which has its own destination and field of specialisation. In the City Port (Stadthafen), berths for cruise liners, boat tours, authority vessels and traditional sailing boats can be found. In the summer the port is a basis for famous shipowners of the river cruise lines. An important advantage is its location in the vicinity of the historical old town.

Classic handling areas for grain, deep-frozen goods and scrap can be found in Nordhafen – The North Port. A service for power stations is going to be provided there as well. The shipment of grain and the discharge of gypsum is made possible thanks to the special plants.

The South Port (Südhafen) attracts the steel industry with a terminal dedicated for handling, blasting and plimering plates and sectional steel. According to the port's management, almost all suppliers or shipbuilding enterprises of the Mecklenburg-Vorpommern region are customers of this terminal. Another attractive facility offered here is a logistics centre for export and import of agricultural

goods, handling of scrap, building material and project cargo.

Last but not least, the Franken Port (Frankenhafen) aims at attracting the production industries. The port's berths are dedicated to the seaside development of the Port Extension and Commercial Area "Franzeshöhe Maritime Business Park". As Mr Jurrat said, further extension of Franken Port is currently being discussed with the transport ministry of the Mecklenburg-Vorpommern region. However, the details of the idea remain a mystery.

#### Getting better

Significant investments in the port's equipment as well as the local infrastructure, such as expanding the southern harbour, building the new Franken harbour, connecting the port to the A20 motorway via the Stralsund bypass and the new Ruegen bridge, which came into use in October 2007, have made Seehafen Stralsund's location very attractive to business and tourism.

Hinterland connections are of big importance to the port. Therefore, in order to enhance the rail-bounded pre-and post carriage, 1,000 m of tracks have been laid in the South Port, whereof 500 m are close to the quay.

The port's condition can best be summarized by quoting Sören Jurrat once again, "We are a good example of how a port can benefit from its relatively minor size. It enables us to deliver reliable tailor-made services, combined with a high level of quality and flexibility." ■

*Martyna Bildziukiewicz*

#### Transshipment in the seaport of Stralsund

<b>BULK GOODS</b>	construction materials
	gypsum
	fertilisers
	grain
	chemical products
	chalk
	a special bulk handling installation for unloading of goods wagons
<b>GENERAL CARGO</b>	project cargo
	refrigerated goods
	timber
<b>METALS</b>	steel plates
	section steel
	coils
	wires
<b>STORAGE</b>	open and roofed stock grounds
<b>CANAL SHIPPING</b>	Europe-wide inland navigation
	despatch of cruise liners
<b>LOGISTICS</b>	Customer tailored and to (almost) all destinations by all means of transport
<b>COMMISSIONING</b>	weighing
	palletising
	sorting

# Annual Baltic Ports Conference and 12<sup>th</sup> BPO General Assembly in Aarhus



The Annual Baltic Ports Conference is the most important event for BPO members as well as an opportunity to get together. Previously the host of the event was the Port of Lübeck, now the duties of the co-organizer are taken over by the Port of Aarhus.

This year's Baltic Ports Conference will be held 3<sup>rd</sup>-4<sup>th</sup> of September in the Aarhus Concert Hall. The main theme of the conference is the **global economic slowdown**. Participants will take a close look at the

downturn's **impact on shipping and ports** as well as discuss the challenges this situation brings.

The event will gather not only top executives from all major Baltic ports, but also politicians and academia, as well as transport sector and media representatives. Around 70-100 participants are expected to take part.

For more information, please follow the updates on [www.bpoports.com](http://www.bpoports.com) or contact the BPO Secretariat at [bpo.office@actiaforum.pl](mailto:bpo.office@actiaforum.pl). ■

**BALTIC PORTS ORGANIZATION** • Secretariat Office – Actia Forum Ltd.  
ul. Pułaskiego 8, 81-368 Gdynia, POLAND, ph.: +48 58 627 24 67, fax: +48 58 627 24 27,  
e-mail: [bpo.office@actiaforum.pl](mailto:bpo.office@actiaforum.pl), [bpo.sg@actiaforum.pl](mailto:bpo.sg@actiaforum.pl), <http://www.bpoports.com>

Groningen Seaports are looking for partners

# A niche hub for the Baltic?

**With the low price factor and no congestion in the ports nor in their hinterland, Groningen Seaports wish to position themselves as a Baltic hub. However, their proximity to Rotterdam, Hamburg and JadeWeserPort (soon) make the containerized cargo flow shift to Eemshaven-Delfzijl hardly possible; therefore, the ports are trying to find their niche role in bulk goods consolidation.**

**G**roningen Seaports consist of three business elements: an over 1000-year-old port in Delfzijl, a deep sea port in Eemshaven and a new Rail Service Centre Groningen (RSCG) in Veendam. RSCG, a trimodal inland rail port handling containers and conventional loads has a daily shuttle train connections to Rotterdam and weekly shuttles to Amsterdam, Hamburg and Antwerp.

So far, the main handled cargoes are minerals (salt, limestone and sand), chemicals and oil products (bitumen). There is a huge resource of salt in the bottom of the Groningen area and large gas fields onshore which has led

to the development of the chemical complex in Delfzijl (12 companies in a chloride industry). The port also features a 31 ha metal park acting as a cluster for metallurgic companies and bordering the large production plant of the aluminium smelter, Aldel. The Port of Delfzijl comprises 1,500 hectares and a 1,000 m quay length. Its draught is 9 m. Last year's cargo throughput amounted to 5,7 m/t – mainly salt, methanol, MDI, gypsum and feed.

The Port of Eemshaven provides 1,150 ha, a draught of 10.5 m and 1,250 m of quays. The cargo throughput was 2.2 m/t in 2008 and consisted mainly of agricultural and building materials – both recycling and new products. The eastern part of the port is turning into a huge energy park with four power plants. The already existing largest gas-heated power plant in Europe (the 24 MW Electrabel) is going to be backed up by three new plants by 2012/13 – the Dutch Nuon Magnum, the German RWE and the Swiss Advanced Power. Vopak is building a huge oil tanker park on its own 55 ha terminal which is to become a strategic storage place for oil for the Netherlands. There are also plans for Vopak cooperation on raising a 12 bcm LNG terminal in Eemshaven. All these, according to the ports' management, should lead to an increase in Eemshaven's cargo throughput even by 175%, once the investments are completed. "We are pretty successful in attracting businesses to the port, having sold or long leased more than 60% of the Eemshaven's area in just 5 years," comments Harm Post, Groningen Seaports' managing director. Both ports feature

Yes, I would like to order the **ANNUAL SUBSCRIPTION**

**1 copy** of 6 upcoming BTJ issues

**Total Price = € 75**

Yes, I would like to order the **SPECIAL OFFER ANNUAL SUBSCRIPTION**

**2 copies** of 6 upcoming BTJ issues

**Special Price = € 120 (you save € 30)**

**(EU countries = 0% VAT + postage costs included)**

**Our easy ways to pay**

1. Please charge any credit/debit card

Visa       Mastercard       American Express

Expiry Date:   -        Start Date:   -        CW2/CVC:

Card Number:

2. Please invoice me

Signature:

Date:   -   -

EUR bank account no. (IBAN): PL 2614401026000000007178719

Select a start issue:  1/2009     2/2009     3/2009  
 4/2009     5/2009     6/2009

**Your delivery details**

Name:

Job title:

Company name:

Tax ID number:

Address:

Country:

Post/zip code:

Tel.:

Fax:

E-mail:

 Our fax number: **+48 58 621 69 66**

 e-mail to **office@baltic-press.com**

**Post to: BALTIC PRESS sp. z o.o. ul. Pułaskiego 8, 81-368 Gdynia, Poland**

or just enter **www.baltictransportjournal.com** and click: **SUBSCRIPTION**



Photo: Fesco Transport Group

# Not a sinking trade

**A revolution in ownership, falling and delayed production, growing losses and financial turbulences marked the year of 2008. The year 2009 has started with closures, order cancellations, backlogs and announcements of redundancies. The Baltic shipyards are in an eye of world crisis and the future is uncertain. Therefore, we will not forecast the events in the coming years. Let us concentrate on 'hard' and often unknown figures and discover the facts behind the headlines.**

In 2008, 19 Baltic shipyards delivered 75 seagoing vessels over GT 1,000 each (Table 1). The total gross tonnage was 2,312 thousand which means 3.8% of world production. Five Baltic countries contributed to those numbers, three with the whole output of tonnage (Table 2). However, the hierarchy changes if we take compensated gross tonnage into account (CGT – a statistical tool developed in order to enable a more accurate macro-economic evaluation of the shipbuilding workload than is possible on a pure gross tonnage (GT) basis).

Production in Denmark, Germany and Poland was dominated by container ships and in the case of the latter – also by car carriers. As Table 3 shows, 65% of the Baltic-made tonnage belongs to the two simplest types of ships characterized by a CGT workload factor below 20. A low CGT factor also means a low added value. For comparison – in 2007 the share of containerships and car carriers in world shipbuilding amounted only to 29%. It is worth noting that Baltic

*continued on page 38*