Baltic Transport Journal

bimonthly-daily companion

№ 4/2010 (36), JULY/AUGUST

€ 15/50 PLN (VAT 0%)

ISSN 1733-6732

Stena buys Karlskrona port

Report

Maritime ranking 2010

North-South European trade outlook

Official media partner of:

TransBaltic

BPO BALTIC PORTS ORGANIZATION

EAST WEST TRANSPORT CORRIDOR II

Baltic Transport Journal

President of the Board
BOGDAN OŁDAKOWSKI
office@baltictransportjournal.com

Publishing Director
PIOTR TRUSIEWICZ
piotr@baltictransportjournal.com

Editorial Team
MARTYNA BILDZIUKIEWICZ
martyna@baltictransportjournal.com
HANNA OLIWA
hanna@baltictransportjournal.com
PIOTR TRUSIEWICZ
piotr@baltictransportjournal.com

Contributing writers and update correspondents:
MAREK BŁUS, VLADIMIR CHERNYSHEV, RUDY COLLE, ERNEST CZERMAŃSKI, HEIKE FLÄMIG, NICO HERZ, EWA GRZYBOWSKA, JULIA KRYSZEWSKA, HELENA KYSTER-HANSEN, MAGDALENA LORENC, MACIEJ MATCZAK, ALISON NISSEN, MAŁGORZATA NOSOROWSKA, MAREK PERZYŃSKI, PIOTR STAREŃCZAK, TOMASZ SZYMCZAK, JUTTA WOLFF, STEVE WRAY

English Language Editors
ALISON NISSEN

Design and DTP
MEDON

Art Director&Graphic Designer
DANUTA SAWICKA

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
ANNA PASZEK
anna@baltictransportjournal.com

Subscriptions
subscriptions@baltictransportjournal.com

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

Circulation: 2,500

Cover photo:
Port of Klaipėda

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,

Summer is usually the time when we slow down, enjoy the nice weather and take some rest. It's also a good opportunity to take a more 'distant' look at our work and rethink our moves, policies and activities hitherto. Hence, it's the best time to check your standing in our annual Maritime Ranking – is your company still on the list of top 20 Baltic ports or shipping lines? Read this and more, like how the Baltic market looked last year and what the next years will bring, on pages of our special report. Despite the hottest summer in Sweden in 15 years, Stena Line has not gone on holidays, but bought into the port of Karlskrona. Piotr Stareńczak draws the background of the transaction and considers its consequences for the Baltic Sea region. Also worth looking into is the article by Ernest Czermański, giving us a broad analysis of the trade connections between the North and South of Europe. The ongoing discussion on new IMO regulations for ECAs (including Baltic Sea) brings a compromise proposal by Thomas Franck, chairman of the Finnish Shipowners Association. Check out what he tells BTJ in his interview. Sailing is one of the nice ideas for holidays. Maybe it's worth to visit one of the sailing events, Tall Ships' Races or The Big Commute? Make the right choice with our miniguide on summer regattas, not only on the Baltic Sea. See you after the holidays - have a great time!

Martyna Bildziukiewicz
Editor

Company index

BTJ calendar of partnership events 2010-2011

BTJ 4/2010 (July-Aug edition)

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

Issue distributed at:

7th Baltic Transport Forum
19-20 August 2010, DE/Rostock
www.ostseeinstitut.uni-rostock.de

The 7th Baltic Transport Forum will attract people, companies and institutions interested in Baltic maritime transport. During the event we will discuss matters like europeanization and globalization, tendencies in container, ro-ro and ferry, and break bulk shipping, and recovery from the crisis.

Ship Finance Forum 2010
6 September 2010, DE/Hamburg
www.smm-hamburg.com

The 3rd Ship Finance Forum will be held on 06.09.2010 under the title "The Future of Ship Finance - Crises and Chances", supporting this year's Shipbuilding, Machinery & Marine Technology trade fair in Hamburg (07-10.09.2010). The even is organised by the daily newspaper Financial Times Deutschland and SMM Hamburg. The organisers are pleased to report acceptance by leading international experts from maritime industries and the world of finance to speak at the forum.

GMEC 2010
7-8 September 2010, DE/Hamburg
www.gmec-hamburg.com

Global Maritime Environmental Congress (GMEC) is the first inter-industry, international conference on "maritime environmental protection". Participants of IMO, the European Commission, governments, port industries, shipping and the shipbuilding industry will discuss ecological challenges for the maritime industry and opportunities that sustainable action gives for the economic strength of the industry. These discussions may determine the course for the environmental future of the global maritime industry. The event is a part of SMM Hamburg 2010 Programme.

Annual Baltic Ports Conference 2010
9-10 September, EE/Tallinn
www.bpoports.com

The Annual Baltic Ports Conference is the most important event for its members and delegates from all parts of the industry, offering a platform for networking and face-to-face communication. In 2010 the duties of a co-organizer and the conference host are to be taken over by the Port of Tallinn.

Coastlink's Annual Conf. 2010
14-15 September 2010, BE/Antwerp
www.coastlink.co.uk

Attention will be directed towards Benelux ports and the various shortsea and feeder activities that serve them. Serious issues for ports and shortsea operators alike, rail and barge operators and inland terminal operators will be discussed. Other topics to be discussed include the changing route patterns taking place in northern Europe, including the growth of Rotterdam as a hub for the Baltic, a trend which has impacted the northern German ports of Hamburg and Bremerhaven.

Metropolitan Futures Conf.
15-17 September 2010, DE/Berlin
www.metropolitan-futures.de

An event titled "Metropolitan Futures – LIVING LEARNING CREATING MOVING", organized by the Joint Spatial Planning Department of Berlin and Brandenburg, together with METREX (quality of life in metropolitan regions) and SCANDRIA (Baltic-Adriatic corridor development) networks, with topics of improving accessibility, innovative logistics, greening transport and combining creative and economic interests in urban development.

Green Corridor Seminar
16 September 2010, PL/Gdańsk
www.transbaltic.eu

TransBaltic and Maritime Institute in Gdańsk will have their next foresight debate on green transport scenario in the Polish Maritime Museum in Gdańsk. During the two sessions of a one-day event the talks will mainly tackle EU transport policy and its impact on developing sustainable transport system in the Baltic region, as well as particular implementation of green corridors concept in the region (in line with specific EU projects, like EWTC sII, SCANDRIA, SuperGreen and TransBaltic). Please check the website for more information.

InnoTrans 2010
21-24 September, DE/Berlin
www.innotrans.com

The event has become established as an international industry showplace focusing on railway technology, and a platform for buyers and sellers of modern passenger and cargo freight solutions. A full range of rail vehicles is presented on the Messe Berlin tracks located outside the exhibition halls. The conference also features displays on Railway Infrastructure, Interiors, Public Transport and Tunnel Construction as well as an associated InnoTrans Convention including a special Dialogue Forum.

IENE 2010 International Conference on Ecology and Transportation
27 Sept.-1 Oct. 2010, HU/Velence
www.cbm.slu.se/iene

The theme of the IENE 2010 is "Improving connections in a changing environment". The conference puts a focus on challenges and solutions for achieving an ecologically sustainable pan-European transport infrastructure, and aims at providing an arena for scientists and engineers, planners and stakeholders, authorities as well as private companies to discuss and develop solutions for a better future.

8th International Meeting on Logistics and SCM Research
29 Sept.–1 Oct. 2010, FR/Bordeaux
www.rirl.bem.edu

Since 1995, RIRL has monitored logistics and supply chain management research in terms of methodological aspects and associated workplace experimentation. AIRL conferences have a long standing tradition of critical discussion and drive for quality research in an open and friendly atmosphere. The 8th RIRL conference is a headline event where interested scholars and professionals have the opportunity to share their experiences during both full conference sessions and smaller workshops.

TEN-T and SoNorA Brussels Event
October 2010, BE/Brussels
www.sonoraproject.eu

SoNorA (South-North Axis) will be presenting its own recommendations on the TEN-T revision process in a dedicated event in Brussels in October (please check www.sonoraproject.eu for date/place). The document is the final result obtained through concerted cooperation among project partners with feedback at EU level.

Marco Polo-Conference 2010
5-6 October 2010, AT/Vienna
ec.europa.eu/transport/marcopolo/events/conf_en.htm

Join the green side of freight transport! This event will bring together some 200 experts and companies from across Europe, the European Commission and Austrian authority representatives. It will offer insights into EU freight transport policy and Marco Polo funding, bilateral meetings for funding applicants, details on Marco Polo projects, and visits to the Port of Vienna and the National Park Donau-Auen.

Airports Conference 2010
5-7 October 2010, PL/Warsaw
www.actiaconferences.com

This is the 6th edition of this well-known international aviation conference for various air transport businesses in the CEE market. Delegates from various European countries will deal with the challenges of passenger/cargo traffic in the region's airports. The most important representatives of the aviation market are involved in organizing the conference. The high level of the conference and its nice atmosphere offer a unique opportunity to share experiences, discuss and exchange opinions as well as get to know each other.

BTJ calendar of partnership events 2010-2011

BTJ 5/2010 (Sept-Oct edition)

Special Report on: Breakbulk, project & heavylifts
Focus on: Baltic Shipyards

Issue distributed at:

European Transport Conf. 2010
11-13 October 2010, UK/Glasgow
www.aetransport.org

The European Transport Conference, which is well known for its quality of speakers and discussion sessions, in this edition will focus on transport, engineering and environmental issues. With top key note speakers and sessions given by leading practitioners and academics from around the world, this is a "must attend" event for everyone involved and interested in transport.

18th BSSSC Annual Conference
12-14 October 2010, EE/Tallinn
www.bsssc.eu

The Annual Conference will take place in Tallinn, Estonia on 12-14 October 2010. The event will offer you the opportunity to learn about and discuss the chances, challenges and changes of the Baltic Sea Region towards a knowledge-based society.

Port Finance International London Conference
19-20 October 2010, UK/London
www.portfinanceinternational.com

The second annual edition of Port Finance International London will once again bring together leading experts and senior executives involved in the development and financing of the world's ports, who will be provided with an opportunity to discuss the many challenges and opportunities of this dynamic market. This year the regional emphasis will be on port activities in the Middle East, Africa and Brazil as well as looking at their role in the ever-changing global market.

TOC Americas
9-11 Nov. 2010, BR/Rio de Janeiro
www.tocevents-americas.com

TOC Americas moves to Rio de Janeiro, Brazil, this year to discuss the issues and challenges facing container terminals in the Americas. TOC Americas is widely regarded as the leading forum for terminal operators, port solution providers and shipping lines operating in the region. The show will feature a conference, high profile exhibitors and a host of networking opportunities.

Baltic Shipping Days
17-18 November 2010, SE/Sundsvall
www.balticshippingdays.com

The 8th Baltic Shipping Days edition's theme "Future challenges" refers to the concern about the effects of new EU laws regarding emissions from vessels. During the conference we will discuss the problem of cost increase for transportation in BSR. The conference will be attended by Gennady Bessonov, secretary general at Council on Transiberian Transportation, and Johan Roos Director of Sustainability at STENA AB.

BTJ 6/2010 (Nov-Dec edition)

Special Report on: Modern logistics
Focus on: CEE Railways

Issue distributed at:

Intermodal Europe 2010
30 November - 2 December 2010, NL/Amsterdam
www.intermodal-events.com

After a one-year break, Intermodal, the world's leading container event, will be back in 2010 at a familiar venue, the Amsterdam RAI. Showcasing all elements of the container and intermodal industries, the conference represents a nice opportunity to network and source new technologies and services for the improvement of your business operations.

AirFreight 2010
1-2 December, PL/Warsaw
www.actiaconferences.com

A conference wholly dedicated to the problems of today's air cargo development and its future prospects and threats, with special focus on the Polish and Central European markets. The event's agenda will include a discussion on cargo airports in the region, cargo safety and protection, the current state of air forwarding markets as well as a debate and analysis of specific policy measures.

3rd International Ports & the Environment Conference
2 December 2010, Amsterdam, NL
www.millenniumconferences.com

Delivering an impressive programme of industry experts the seminar ensures an invaluable learning opportunity and platform for debate and networking. Following the success of previous events attracting 65 participants from over 18 countries, the seminar focuses on key issues surrounding ports and their impact on the environment exploring the latest developments, technology, research and solutions.

BTJ 2011 partnerships

Issue distributed at:

EuroRail 2011
22-24 February 2011, DE/Berlin
www.terrapinn.com/2011/eurorail

Now in its 14th year, EuroRail 2011 is the leading platform for the rail industry's leading CEOs to meet and discuss how to overcome the challenges faced in such a competitive market, as well as how to capitalise on the opportunities created through rail's strategic advantages in a market geared towards sustainability.

2nd Port Centric Logistics Conference
1-2 March 2011, UK/Birmingham
www.navigateevents.com

The aim of the 2nd Port Centric Logistics Conference is to bring together the relevant supply chain partners to examine, debate and learn how effective port centric logistics solutions are changing current distribution systems, improving effectiveness and generating competitive advantage. Experts from different branches will share their knowledge and experience, and examine trends in maritime trade flows.

TransRussia
26-29 April 2011, RU/Moscow
www.transrussia.ru/eng

TransRussia, the largest international transport event in Russia and its neighbouring countries is a good opportunity to establish or enhance your company's presence on the Russian market. The 16th edition of this event will take place in Expocentr in Moscow. Please check the website for the more information.

Transport Logistic
10-13 May 2011, DE/Munich
www.transportlogistic.de/en

Since 1978, Transport Logistic has established itself as the most important exhibition for logistics, mobility, IT and supply-chain management in Europe. This year, its 13th edition of Transport Logistic conference, once again organized together with Air Cargo Europe, will provide an expert overview of new markets, trends and innovations in the international transport and logistics industry.

TRAKO International Railway Fair
12-14 October 2011, PL/Gdańsk
www.mtgsa.pl/e4u.php/21,en

The most prestigious rail industry meeting in Poland and one of the largest in Central and Eastern Europe. A nice opportunity to promote agglomeration 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.

Earlier to 0.5% is a good compromise

Interview with Thomas Franck, Chairman of the Finnish Shipowners Association


Photo: Rettig Group

With the ongoing dispute on new IMO regulations in ECAs (incl. the Baltic, North Sea and English Channel), BTJ asked Thomas Franck who leads the Finnish Shipowners Association of his view on possible international compromise. Thomas Franck is in charge of daily operations of 20 vessels on the Baltic Sea run by the family-owned Rettig Group Oy Ab Bore, so this matter is particularly close to his heart.

Do you believe that we can still change the new IMO sulphur emissions limits in the Baltic Sea?

Yes, but changing a decision already taken by the worldwide organization like IMO is a very hard task, so before you try, you need to have a concrete and viable alternative solution. Such a solution has been heavily discussed with different organisations and just two months ago the European Shipowners Association has come up with one unified position that can be accepted by the Member States and the industry. Since the IMO decision is a decision between the member states, a change has to be based upon a request from member states, representing in this case a majority of EU countries. A joint letter signed by more than 50 pan-European organisations was sent to all relevant commissioners and members of the EU Parliament proposing a change in the implementation of the new regulation aiming at a global level of sulphur emissions latest by 2025.

What is this proposal?

As ECAs have got down to 1.0% emissions this July, we are already 3.5% points below the rest of the world. Now, as we will have a global limit of 0.5% by 2020, or latest by 2025 anyway, and as the so far published feasibility studies show that the 0.1 level is far from optimal, the shipping community could eventually accept 0.5% implemented earlier than planned, e.g. from 2013, if supported by feasibility study. This is – we hope – a sort of compromise that we can support. What is important – all European shipping associations fully support this proposal, including shipowners from the Mediterranean region, even though they are not in ECA today.

Supposing that the IMO does not agree to change the limits nor the implementation schedule, what will this mean to the market?

From 2015 shipping will need an extra 22 mln tons of diesel fuel that fulfils the 0.1% Sox emissions limit. The estimates are that we need some EUR 30 bln of investments in refinery capacity to fill this demand. When you work in the refinery business, you know well that to take all the permits, to arrange financing and sourcing of the raw materials, it might take up to five years from decision to start the production before you actually begin the production itself, and we even do not have that much time before the 0.1% limit applies. If there's not enough supply of fuel on the market, its price will rise dramatically and will consequently increase the cost of seaborne transportation within the ECAs.

Who will lose and who will win?

None of us will stay unaffected, and the total cost picture is much wider than just shipping. It will influence the whole European supply chain pattern and we will all feel the modal shift from sea back to the roads. With this annex, IMO practically destroys years of joint European Community hard work and huge amounts of money spent to relieve the roads from heavy traffic. Who will use the Motorways of the Seas when maritime fuel costs rise by 70-80%? Everybody believes that crude oil prices are heading over USD 100 per barrel, and that makes really huge cost difference in daily ship operations. Of course, the shipping lines are the first to take this burden, but all the North European ports down to the English Channel are very much threatened as well. This will further hit production industries located in ECAs and make their products less competitive, and there we also get further to the unemployment issues. On the contrary, there are some container harbours in the non-ECAs that are now looking for their opportunities. Wherever there are losers, there will be winners somewhere else. A paradoxical thing is that, as Russia has not yet ratified the MARPOL Annex VI, they can do shipments to Kaliningrad and St. Petersburg with 4.5% today and 3.5% from 2012. This can seriously impact EU transit countries, like Finland, Estonia, Latvia or Lithuania. Again, what can you do when someone is sailing through your waters with no respect to your emissions limits? Besides, some people might even think of building new container ports in Europe today, based just on Sox emissions regulations. Ports in the very South or North of the continent, like Murmansk, can well benefit from the distorted competition that the IMO puts us all in.

Piotr Trusiewicz

bimonthly-daily companion
Baltic Transport Journal

Baltic maritime ranking 2010

Photo: Port of Karlshamn

6th EDITION OF THE INTERNATIONAL AIRPORTS 2010

Conference & Exhibition

AIRports 2010

Aviation market in Central and Eastern Europe – on the growing path of development?

Date: 5-7th October 2010, Venue: Courtyard by Marriott Hotel

more information on www.actiaconferences.com

Conference Partner: Chopin Airport

Content Partner: PricewaterhouseCoopers

Awionetka Gala 2010
II Aviation Business Meeting

Date: 6th October 2010
Venue: Courtyard by Marriott Hotel, Warsaw

The Awionetka Awards - prizes for the most spectacular achievements on the Polish aviation market, will be awarded in 5 categories:

- **Personage of the Year**
- **The Best Airport**
- **The Best Airline**
- **The Most Significant Event**
- **Innovative Solutions**

To learn more please visit www.actiaconferences.com
or contact Actia Conferences Head of Departament: +48 58 627 23 23 email: alan@actiaforum.pl

bimonthly-daily companion
Baltic Transport Journal

Polish airports' infrastructure

Photo: M. Gendera

Poznań-Ławica Airport

Not only EURO 2012

The UEFA football championship is not only a massive sporting event, but also a good opportunity to speed up infrastructure investments. Let's see how Poland is preparing for the challenge in 2012.

The football tournament will be played in four Polish host cities – Warsaw, Gdańsk, Poznań and Wrocław. Fortunately, all of these agglomerations have at their disposal active airports which are in the process of modernization.

Dealing with thousands

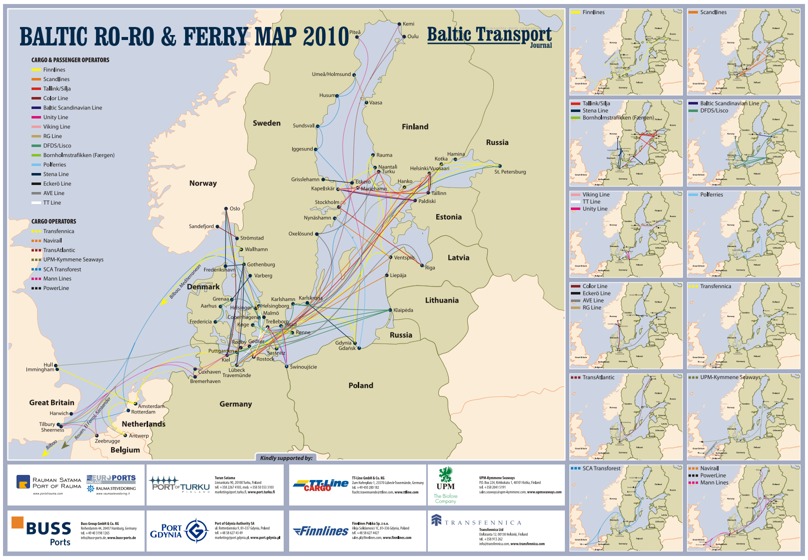
Roughly speaking, the UEFA requirements state that 10 hours prior to and after the football match the airport has to accommodate 50% of the capacity of the stadium. In the case of the biggest Polish arena – the National Stadium in Warsaw (55,000 seats) – this number reaches 27,500 people.

The supporters will arrive to the host cities mainly on chartered flights. And, one has to remember that the tournament will be held in June 2012, when air traffic usually reaches its annual peak and the vacation charters are already underway. Three other tournament arenas – stadia in Gdańsk, Poznań and Wrocław – are planned to accommodate around 40,000 seats each, so the number of additional football-related passengers will reach 20,000 on match day. Thus, the extensive process of modernization of Polish airports is already well underway (see Table 1). After the development of infrastructure and installations of additional new navigational equipment, the number of operations per hour (takeoffs and landings) should reach up to 30 in the case of Gdańsk, Poznań and Wrocław and up to 48 in Warsaw.

continued on page 46

A guide to the first such publication on the market

BTJ Baltic ro-ro & ferry map 2010



This is the first attempt to gather all freight shipping services serving rolling cargo in the Baltic Sea region. As the map is quite dense, we give you some hints to what we have included as well as what we have skipped, and why.

Actually, we have found ourselves a bit like between Scylla with an excess of information and Charybdis with a need for simplifications required in such publications. In this project we have decided to show all the intra-Baltic connections, and the ones that directly link the Baltic with other European areas. We have divided the shipping lines into two groups. One includes ferry operators that offer both cargo and passenger services (marked as solid lines). The other group consists of pure cargo companies (dotted lines). This does not mean that all the services by, e.g. DFDS, Finnlines and Stena Line are served by ro-pax vessels, and here comes the first simplification. All the networks of each operator have been marked with the same lines, no matter if they have some exceptions from their generally ro-pax service.

Inclusions and exclusions

We have created a short-sea map of regular, open access services. This means that you will not find cross-ocean, semi-regular lines like Spliethoff's BaltiCarrier, or specialized industrial services dealing with cars or wood products (like UECC, K-Line), even though some of them are now trying to widen the scope of their operations by offering free slots to the market. As our goal is to help international logistics sector streamline their freight flows, the map shows only services that take cargo onboard. Hence, there are no pure passenger links marked, like ferry (LindaLine) and short cruises (Birka Line). Following the international freight concept, we have excluded all companies dealing only with domestic traffic. This has resulted in the lack of even large players, like Mols-Linien or Destination Gotland. There is no cabotage ferry service from St. Petersburg to Kaliningrad served by Rosmorport, either, even though the route is much longer than many of the depicted lines. You will find one "cabotage" connection between Køge and Rønne by Bornholmstrafikken (soon to be renamed as Færgen), because it is linked to its two other international services.

Difficult questions

Of course, some distinctions in the region are a bit problematic, with an always open question on the real geographic border of the Baltic Sea coming first. Formally the boundary leads from the Skaw (Skagen) till the skiers of Pater Noster, north of Gothenburg. Therefore, two huge ports which are in fact very much related to the North Sea, i.e. Aarhus and Gothenburg, are generally perceived as Baltic ports. The question however is, if the external ro-ro routes from Western Europe that stop only at Gothenburg should be marked on the "Baltic" map. A similar problem is with Denmark, as physical geography names only the Eastern half of this country to the Baltic region, no matter it is rather against the economic geography. But if the map included all Danish ports, should it not also mark all of Germany? The point is whether this would still be a "Baltic" map. In this project, we have then treated the ports like Gothenburg more like North Sea ports, and therefore only shown their intra-Baltic links, with only one exception from the Port of Strömstad to Sandefjord serviced by Color Line. All the other Baltic outgoing services – even to the Netherlands, France, Spain, and the UK are a prolongation of the Baltic network, and thus have been listed in the map.

Giving the alternative

Generally, we believe that the dense network of colourful lines shows the real competitiveness of short-sea shipping in our region, and give an alternative to other modes. Yet, it is true that it hides a wide variety of organizational and technical forms of shipping. In fact, the Baltic market includes some independent sub-markets focused on different customer groups, and served by much different ships, which sometimes have only two common features – a deck for the rolling cargo and some space for passengers. We have a fleet of double-ended ferries crossing the narrow straits of the Sea of Belts almost like "trams", and the demand for short cruising in the Stockholm area makes a good market for pure pax services. Cargo dominates only the diagonal bunch of lines from Finland to Germany, and then further to some ports on the western coasts of Europe, but… this seems more like another story.

Anyway, as many things appear subjective, and market conditions are changing so rapidly today, we are very much open to any comments and feedback on the correctness and usability of this map. If you wish to share your view with us, please contact us by phone or email at editorial@baltictransportjournal.com.

Last but not least, we would like to thank all of the Baltic ports/shipping community for their help in making this project come to life, as well as all our sponsors and supporters. Without you, this map would never have happened.

Marek Błuś, Piotr Trusiewicz

FIRST SUCH PUBLICATION ON THE MARKET

Order Baltic Transport Journal annual subscription today
and receive 2 posters with BALTIC RORO/FERRY and CONTAINER maps

FOR FREE

* BALTIC RORO/FERRY map is a free supplement to BTJ July-Aug. 4/2010
* BALTIC CONTAINER map is a free supplement to BTJ Sept.-Oct. 5/2010

☐ Yes, I would like to order the
ANNUAL SUBSCRIPTION
1 copy of 6 upcoming BTJ issues

Total Price = 75 Euro

☐ Yes, I would like to order the
SPECIAL OFFER ANNUAL SUBSCRIPTION
2 copies of 6 upcoming BTJ issues

Special Price = 120 Euro (you save 30 Euro)

(0% VAT + postage costs included)

Our easy ways to pay

☐ 1. Please charge my credit/debit card

☐ *Visa* ☐ *Mastercard* ☐ *American Express*

Expiry Date ☐☐–☐☐ *Start Date* ☐☐–☐☐ *CVV2/CVC* ☐☐☐

Card Number ☐☐☐☐ ☐☐☐☐ ☐☐☐☐ ☐☐☐☐ ☐☐☐ ☐☐☐

☐ 2. Please invoice me

Signature

Date ☐☐–☐☐–☐☐☐☐

Baltic Press Sp. z o.o.
EUR account number: PL 26 1440 1026 0000 0000 0717 8719
SWIFT: NDEAPLP2

Select a start issue: ☐ **1/2010** ☐ **2/2010** ☐ **3/2010** ☐ **4/2010** ☐ **5/2010** ☐ **6/2010**

Your delivery details

Name:
Job title:
Company name:
Tax ID (NIP)
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**