

The Baltic Sea Cruise Market 2003-2004

– Opportunities for Bothnian Arc 2005

Carl Henrik Marcussen

Centre for Regional and Tourism Research,
Bornholm, Denmark
www.CRT.dk

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Summary

Important actors in the distribution of sea cruises to tourists are: Travel agents, cruise lines and their ships, shipping agents, ports, hinterland network including shore excursions and shore infrastructure. For turnaround ports access via airport, road and rail is important. The Internet is starting to play a role in the distribution of sea cruises, but for example in Germany travel agents still accounted for as much as 73% of the sales of all sea cruises in 2003.

In 2002 the global sea cruise market constituted 7.6 million persons from North America, over 800.000 Britons and 1.3 million from continental Europe plus about 1.4 million from the rest of the world, i.e. about 11 million in total. - In 2003 about 239.000 people cruised the Baltic Sea. Americans accounted for 44%, Germans 22%, Britons 20%, Swedes/Finns 6% (mostly Swedes, weekend cruises), others 8%. In 2004 the number will be about 260.000 cruises, i.e. 9% more than in 2003. If the global sea cruise market was 12 million in 2003, or 8% higher than in 2002, i.e. the same increase as the year before, the Baltic Sea cruise market would be exactly 2% of the global total. But the Baltic Sea accounts for 5% of the sea cruises for Britons, and as much as 10% for Germans.

The German cruise market is growing quickly, also for cruises in the Baltic Sea. The increase of 25% from 2002 to 2003 for Germans cruising the Baltic Sea - and 25% for other seas as well - may be even higher from 2003 to 2004. It is estimated that there will be an increase of 34% in the number of passengers on ships calling at ports in the Baltic Sea ports of Germany from 2003 to 2004, provided capacity utilization will be the same in 2004 as in 2003. For German ports overall (including west side), the increase will be about 27%.

There will be an increase of 9,4% in the number of calls to ports in the Baltic Sea from 2003 to 2004, from around 1750 to 1915. Furthermore, the ships calling at ports in the Baltic Sea will increase by 7,8% in passenger capacity from 810 in average in 2003 to 873 in 2004. Therefore the number of passengers to the ports will increase by 18% , if capacity utilization can be kept the same as in 2003. In 2004 there will be 65 ships cruising the Baltic Sea from 43 cruise lines. In 2003 there were 70 ships. So, a little *fewer*, but *larger* cruise ships, will make a total of *more* calls, and bring 18% *more* passengers to ports in the Baltic Sea in 2004.

Ports in the Bothnian Arc are currently not on the map of most cruise lines, although from time to time a cruise ship has visited the Gulf of Bothnia (Bothnian Arc). One cruise to the Bothnian Arc is offered in 2004, and it was sold out more than three months ahead of departure, which was earlier than any of the other cruises in the Baltic Sea by the same cruise line (Phoenix Reisen). Obviously, it is thought that there is a potential to increase cruise tourism to the Bothnian Arc.

While Germans accounted for 22% of the persons cruising in the Baltic Sea in 2003, they will most likely account for about 50% of the potential international cruise passengers to the Bothnian Arc, since data from Norway indicates that Germans have a relatively great appetite for the high north, whereas Americans tend to stick to the capitals, when visiting the Baltic Sea (and Norway). The cruise ship which is coming to the Bothnian Arch (again) in 2004, is actually a German one.

The capitals by the Baltic Sea tend to be visited by the same ships, on the same cruises, whereas the non-capitals tend to be visited by the ships, which also call at a nearby capital or other major city. In general, ports in the Bothnian Arc (Gulf of Bothnia) can only hope to attract cruise ships which call at Stockholm, which will be the case for 59 of the 65 cruise ships in the Baltic Sea in 2004. Furthermore it is considered a condition that the ships call at one or more nearby non-capitals. This leaves 25 cruise lines with 37 ships in the Baltic Sea, hereunder eight German cruise lines operating 14 ships, which could potentially call at ports such as Luleå and Kemi in the Bothnian Arc, if not in 2005 (due to the long planning horizon in the cruising industry) then in 2006.

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Introduction

This study has been undertaken within the auspices of the Interreg IIIB project Bothnian Arc – ACTion. Centre for Regional and Tourism Research (CRT), Bornholm, Denmark, is one of the partners of the consortium.¹

The purpose of this study is to uncover which cruise lines arrange cruises in the Baltic Sea, notably in Sweden/Finland.

Subsequently selected cruise lines will be approached in a yet to be determined way, in order to investigate their interest in calling at ports in the Bothnian Arc. This paper is a contribution to already ongoing initiatives and activities in this field.

Cruises are defined as lasting four full days - i.e. five days and four nights - and include two calls apart from the departure port.

There are 65 different cruise ships in the Baltic Sea from May to September 2004. In June one ship will make one call to Luleå and Kemi in the Bothnian Arc, Gulf of Bothnia. That cruise was sold out more than three months before departure. Potentially many more cruise lines could be made interested in calling at the ports of the Arc.

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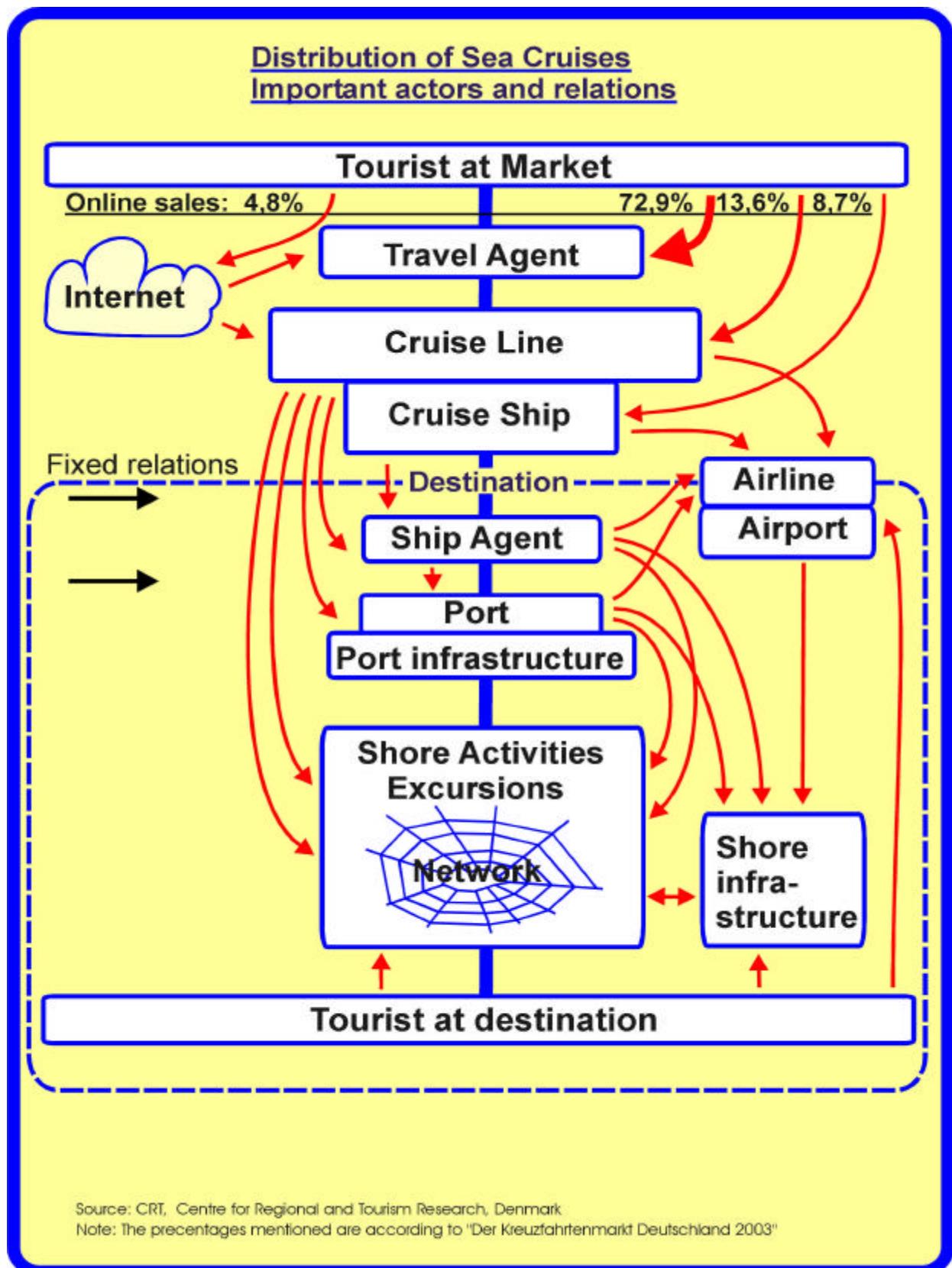
The results of this study were presented at a seminar for about 40 tourism entrepreneurs from Finland and Sweden in Piteå, on 18th March 2004, next to the icebreaker Origo, on the ice, about 5 km off the coast! Have a look²:



¹ www.lulea.se/lulea/LuleaKommun/Verksamhet/internationellt/Projekt/start_projekt.asp, partly translated into English. ACTion stands for Bothnian Arc Arctic Coastal Tourism Region.

² Piteå-Tidningen, www.inorr.se/pt/index.php?artikel=86052&option=1. Foto: Maria Johansson

Figure 1 Distribution of Sea Cruises – Important actors and relations



So far the ports of the Gulf of Bothnia is "not on the map", i.e. one map.

Figure 2 The traditional cruise ports in the Baltic Sea



Source: www.cruisecopenhagen.com/baltic/

This is a different map, which includes several of the ports in the Gulf of Bothnia:

Figure 3 The Arctic Circle - and some ports in the Gulf of Bothnia



Source: www.cruisescandinavia.com/mapscandinavia.html

Note: Cruise Scandinavia is a travel company with a store front in Merrick, New York.

The Baltic Sea cruise market in a global perspective

The global sea cruise market 1998-2002

Table 1 Sea cruise passengers, 1998-2002

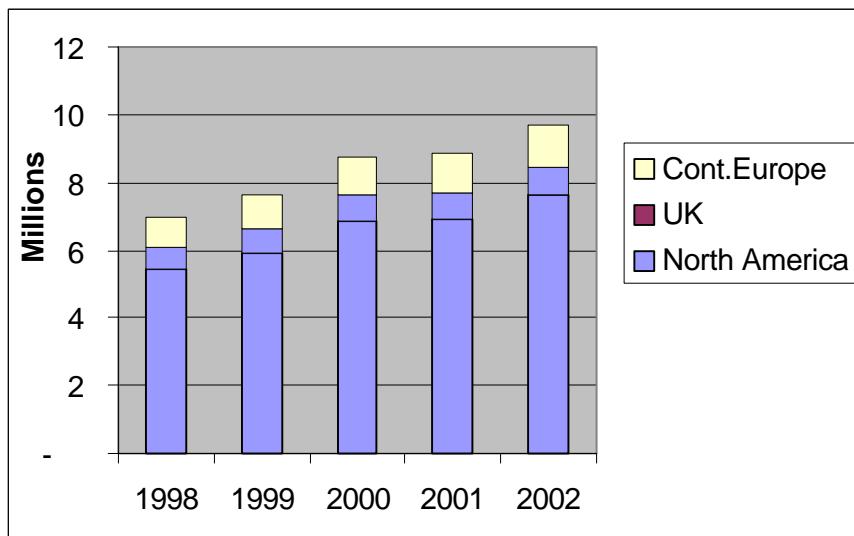
*1000	1998	1999	2000	2001	2002	2002%	2001-2 %
North America	5.428	5.894	6.886	6.906	7.600	78%	10%
UK	663	746	754	776	824	9%	6%
Germany	306	331	379	392	425	4%	8%
Italy	220	225	220	255	300	3%	18%
France	200	224	266	274	220	2%	-20%
Spain	45	50	68	118	150	2%	27%
Switzerland	40	40	45	45	48	0%	6%
Other Europe	90	120	120	120	127	1%	6%
Cont. Europe	901	990	1.098	1.204	1.270	13%	5%

(*1000)	1998	1999	2000	2001	2002	2002%	2001-2 %
North America	5.428	5.894	6.886	6.906	7.600	78%	10%
UK	663	746	754	776	824	9%	6%
Cont.Europe	901	990	1.098	1.204	1.270	13%	5%
Total, 3 regions	6.992	7.630	8.738	8.886	9.694	100%	9%
ROW				1.414	1.406		
World				10.300	11.100		

	1998	1999	2000	2001	2002
North America	78%	77%	79%	78%	78%
UK	9%	10%	9%	9%	9%
Cont.Europe	13%	13%	13%	14%	13%
Total, 3 regions	100%	100%	100%	100%	100%

Source: Based on Travel Markets, Issue No. 9 – 2003.

Figure 4 Sea cruise passengers, 1998-2002



Source: Based on Travel Markets, Issue No. 9 – 2003.

The UK sea cruise market 1999-2002

Table 2 The UK sea cruise market by destination

Destinations	1999	2000	2001	2002	2003
Mediterranean	279.115	232.234	270.501	301.221	343.392
Caribbean	149.089	150.319	145.463	171.612	
Atlantic Isles	67.142	63.366	77.081	73.137	
Scandinavia/Baltic	55.191	59.915	70.555	70.707	
Short cruises (ex-Cyprus)	91.383	101.856	64.413	53.372	30.956
UK/Western Europe	12.877	25.246	27.226	30.479	
West Coast/Hawaii/Trans Canal	11.854	10.288	10.504	18.934	
Alaska	15.107	18.065	16.342	16.968	
Far East/Australia	13.652	14.672	16.547	14.996	
Round the World	8.412	10.162	11.607	8.824	
Other	42.421	68.293	65.934	63.340	
Total	746.243	754.416	776.173	823.590	960.459

Table 3 Britons going on cruises in the Baltic Sea – and Norway

UK-UK port	1999	2000	2001	2002	
Baltic	23.348	18.813	24.650	25.733	
Norway	22.376	26.652	31.307	29.932	
Scandinavia/Baltic	45.724	45.465	55.957	55.665	
Fly-cruises	1999	2000	2001	2002	
Baltic, est. (min.)	4.834	5.979	6.431	6.954	
Norway, est. (max.)	4.633	8.471	8.167	8.088	
Scandinavia/Baltic	9.467	14.450	14.598	15.042	
UK to Scand./Baltic	55.191	59.915	70.555	70.707	
Baltic	1999	2000	2001	2002	2003
UK-UK port	23.348	18.813	24.650	25.733	39.114
Fly-cruises, min.	4.834	5.979	6.431	6.954	7.886
Britons to Baltic	28.182	24.792	31.081	32.687	47.000

Comparison:		2002	2003
Germans to Baltic	→	42.045	52.486

Source: See Appendix A. For Germany, see below. For 2003: Press release from PSA, 15.03.2004
Note: The recent press release mentions an increase of 52% for Britons cruising the Baltic Sea, 2002-3 (for UK-UK port cruises to the Baltic Sea). This was higher than the overall increase in the UK sea cruise market of 16.6% (from 823.590 to 960.459). The fly-cruise split between Norway and the Baltic Sea is estimated.

The German sea cruise market, 2002-2003

Table 4 The German sea cruise market

Destinations				
Passengers per destination	2002	2003	Change%	2003%
North land	70.004	81.331	16%	15%
Baltic Sea	42.045	52.486	25%	10%
Western Europe / Atlantic islands	35.729	43.917	23%	8%
Miditeranean	177.938	229.105	29%	43%
Caribic / USA	69.543	91.883	32%	17%
Overseas, incl. round-the-world	33.153	38.626	17%	7%
Total	428.412	537.348	25%	100%
Results	2002	2003	Change %	
Passengers	428.412	537.348	25,4%	
Passenger nights	4.325.228	5.377.077	24,3%	
Revenue (million Euro)	879	1.073	22,0%	
Average price in Euro	2.051	1.996	-2,7%	
Average price per day in Euro	203	199,5	-1,7%	
Average length of tour in days	10	10	+/- 0 %	
Average age of passengers	49,6	48,5	- 1,1 years	

Source: DRV, "Der Kreuzfahrtenmarkt Deutschland 2003".

In volume terms, the German sea cruise market increased 25% during 2003.

Also, the number of Germans going on a cruise to the Baltic Sea increased by 25% during 2003.

The Baltic Sea thus kept its share of the German cruise market - of 10% - during 2003.

There were more Germans than Britons going on sea cruises in the Baltic Sea in 2002. And there was a great increase in the German market and in the number of Germans cruising the Baltic Sea during 2003, a 25% increase as mentioned.

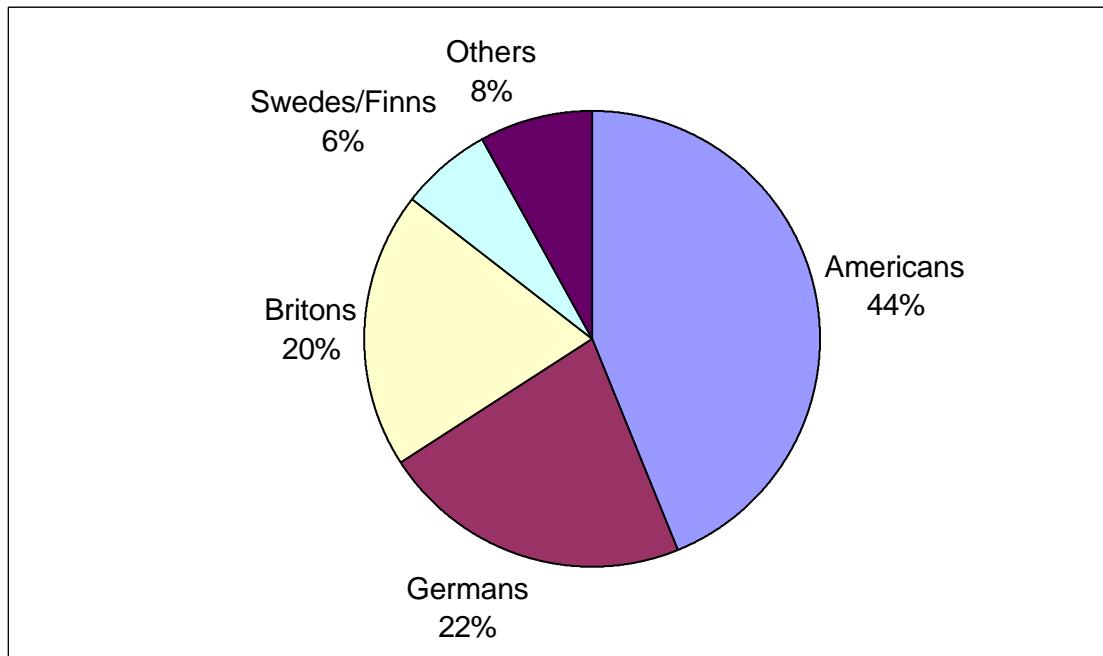
About 239.000 cruises were undertaken in the Baltic Sea in 2003, according to own estimate.

Table 5 The Baltic Sea cruise market by nationality (2003).

Nationality	Numbers	2003%
Americans	105.000	44%
Germans	52.486	22%
Britons	47.000	20%
Swedes/Finns	15.400	6%
Others	19.114	8%
Total	239.000	100%

Sources: Germans: DRV, cf. Table 4. Britons: PSA, cf. Table 3. Rest: Own estimates.

Figure 5 The Baltic Sea cruise market by nationality: 239.000 persons in 2003.



Sources: as above table.

Americans accounted for the largest share of the Baltic Sea cruise market in 2003, i.e. about 44%. It is thought that Germans will constitute a relatively more important target market for cruises to the Bothnian Arc, Gulf of Bothnia, than their share of 22% of the total Baltic Sea cruise market indicates. If disregarding the domestic Finnish and Swedish market (for short cruises), Germans would account for 23.5%. No breakdown of the cruise passengers to Stockholm by nationality has been found. However, such a breakdown exists for Oslo, and for comparison with this capital, also for the far north port of Tromsø. Whereas Germans only account for 12% of visitors to Oslo, and about 20% in average for four Norwegian ports, they account for close to 40% of cruise passengers visiting the northern port of Tromsø. - This indicates that Germans may easily account for $2 \times 23.5\% = 47\%$ of the potential *international* cruise passengers to the Gulf of Bothnia, Bothnian Arc, i.e. roughly 50%.

Table 6 Germans account for a much higher percentage in Tromsø than in Oslo (2002)

	UK	Germany	USA	Italy	France	Spain	Other	Total %	Passengers
Oslo	28,2	11,8	37,8	7,4	2,0	4,3	8,5	100	86.408
Bergen	29,6	20,4	8,5	8,1	5,5	4,3	23,6	100	123.740
Trondheim	51,0	21,0	7,0	10,0	5,0	6,0	-	100	30.071
Tromsø	27,4	39,1	4,9	7,5	8,7	3,7	8,7	100	40.873
Ave. 4 ports	31,1	20,5	16,8	8,0	4,8	4,4	14,3	100	281.092

Source: www.cruise-norway.no

Cruise calls by port in the Baltic Sea

Table 7 No. of calls and no. of passengers by country or region – Baltic Sea

Country:	No. of calls p.a.:				Passengers:		
	2003-4 %	2004	2003	2002	2003-4 %	2004B	2003B
Denmark	14%	365	321	227	22%	335.446	275.096
Sweden	4%	371	358	308	10%	311.064	282.233
Finland	15%	238	207		22%	230.264	188.406
East/South Baltic	3%	666	644		14%	600.166	526.500
Germany, Baltic	24%	275	221		34%	195.049	145.889
Baltic	9,4%	1915	1751		18%	1.671.989	1.418.124
Germany, Northsea	6%	106	100		13%	72.781	64.493
Germany total	19%	381	321		27%	267.830	210.382

Continued:

Country:	Passengers per ship (call)		
	2003-4 %	2004B	2003B
Denmark	7%	919	857
Sweden	6%	838	788
Finland	6%	967	910
East/South Baltic	10%	901	818
Germany, Baltic	7%	709	660
Baltic Sea	7,8%	873	810

Calls, passengers per ship, passengers to all ports

Baltic sea	2003-4 %	2004	2003
Calls in total p.a.	9,4%	1915	1751
Passengers per ship	7,8%	873	810
Passengers to ports	17,9%	1.671.989	1.418.124

Note: The 9,4% and 7,8% cannot just be added, but: $1,094 \times 1,078 = 1,179$

Source: See next table.

Table 8 No. of calls and no. of passengers by port – Baltic Sea

Ports	No. of calls per year:					Passengers (calls*capacity):			
	2004	2003	2002	2001	2000	2003-4 %	2004B	2003B	2003A
Copenhagen	282	244	179	215	193	27%	291.033	229.188	268.391
Rønne	67	54	33			43%	26.152	18.296	
Århus	16	23	15	13		-34%	18.261	27.612	
Denmark	365	321	227			22%	335.446	275.096	
Stockholm/N	213	209	175	191	180	15%	217.534	189.699	202.000
Visby	93	97	101		100	-12%	68.217	77.236	91.854
Göteborg	18	13	10			109%	15.242	7.306	
Helsingborg	21	18	3	9		4%	3.259	3.139	3.205
Ystad	18	15	2	1	0	243%	2.470	720	
Kalmar	5	6	17	12	7	-42%	2.386	4.133	3.700
Luleå, Sundsvall+Kemi	3	0	0				1.956	-	
Sweden	371	358	308			10%	311.064	282.233	
Helsinki	211	196	186	190	204	19%	217.214	183.254	
Mariehamn	27	11				153%	13.050	5.152	
Finland	238	207				22%	230.264	188.406	
St. Petersburg	245	247		280	233	13%	245.931	217.765	204.405
Tallinn	207	221	165	175	173	5%	216.384	205.217	198.000
Riga	57	47				13%	25.544	22.605	
Klaipeda (Lithuania), -	41	28	24	19	14	84%	16.208	8.798	8.798
Gdynia (Gdingen)	105	94				32%	90.527	68.569	
Baltijsk, Kaliningrad 'C	11	7				57%	5.572	3.546	
East/South Baltic	666	644				14%	600.166	526.500	
Kiel	118	76				99%	88.770	44.604	90.000
Warnemünde	93	77	63	63	45	7%	97.299	90.760	98.000
Travemünde (Lübeck)	19	23				-18%	6.820	8.365	
Neustadt	30	30				0%	1.440	1.440	
Wismar	15	15				0%	720	720	
Germany, Baltic	275	221				34%	195.049	145.889	
Bremerhaven	67	58				17%	41.936	35.948	63.000
Hamburg	39	42	44			8%	30.845	28.545	42.698
Germany, Northsea	106	100				13%	72.781	64.493	
Germany total	381	321				27%	267.830	210.382	

Source: Ports and online cruise lists. - A few ships reported by single ports only are not included.

Note: The number of passengers 2003B and 2004B are own estimates, based on full capacity utilization. The number of passengers 2003A is based on published statements from the ports. 2003A may be higher than 2003B in the case of turnaround ports, where both passengers beginning and passengers finishing a cruise are counted. – One third of the cruise traffic of Bremerhaven actually comes from or goes through the Nord-Ostsee Kanal to or from the Baltic Sea.

Not included: Although at least one single port has reported calls from the following ships in 2003 or 2004, those calls are *not* included in the above: Amazon Express, Buttered Bull, Cutty Sark, Danmark, Eurostar, Gabriella, Georg Ots, Khersones (STS), Kristina Brahe, Lady Allison, Linden, Oosterskjelde, Paraffin, Rossela, Saxonia (riverboat), Sedov (SS), Silja Opera, Stad Amsterdam, Statsraad Lehmkuhl, Stena Saga, Talitha G, Teater Skeppet, Viking Cinderella.

For number of cruise calls and cruise passengers by ports beyond the Baltic Sea, see Appendix B.

Cruise lines and ships in the Baltic Sea 2004

Ship name	GT	Depth	Passengers	Crew	Country, flag
Adonia	77.000	7,9	2.016	900 UK	P & O Cruises
Adriana	4.490	4,5	250	104 St. Vincent	Plein Cap Croisières
AIDA blu (A'Rosa blu)	70.285	8,2	1.596	677 UK	AIDA Cruises (Carnival)
Albatros	24.803	9,2	906	340 Bahamas	Phoenix Seereisen
Andrea	2.632	4,7	107	48 Liberia	Noble Caledonia
Arion	5.888	5,3	340	130 Portugal	Classic International Cruises
Astor	20.606	5,8	590	300 Bahamas	Transocean Tours
Astoria	18.500	6,1	540	220 Bahamas	Transocean Tours
Aurora	76.152	7,9	2.290	816 Liberia	P & O Cruises
Berlin	9.570	5,5	420	180 Germany	Peter Deilmann Reederei
Birka Princess	22.412	6,0	1500	Åland, Finland	Birka Cruises, Birka Line
Black Prince	11.209	6,4	431	200 Bahamas	Fred. Olsen Cruise Lines
Black Watch	28.670	7,6	761	310 Bahamas	Fred. Olsen Cruise Lines
Braemar	19.089	5,4	916	320 Panama	Fred. Olsen Cruise Lines
Bremen	6.752	4,6	164	100 Bahamas	Hapag Lloyd
C. Columbus	14.903	5,1	423	170 Bahamas	Hapag Lloyd
Caronia	24.492	8,2	670	400 UK	Cunard Line
Constellation	90.228	8,0	2.449	999 Liberia	Celebrity Cruises
Costa Allegra	28.430	9,0	950	418 Italy	Costa Cruise Lines (Carnival)
Costa Atlantica	84.000	7,8	2.680	900 Italy	Costa Cruise Lines (Carnival)
Costa Europa	53.872	8,2	1.744	612 Italy	Costa Cruise Lines (Carnival)
Costa Marina	25.558	8,2	757	390 Italy	Costa Cruise Lines (Carnival)
Crystal Symphony	50.202	8,0	975	530 Bahamas	Crystal Cruises
Delphin	16.214	6,2	554	235 Malta	Hansa Kreuzfahrten
Delphin Renaissance	30.277	5,8	716	306 Marshall Isl	Delphin Seereisen
Deutschland	22.496	5,8	520	260 Germany	Peter Deilmann Reederei
Discovery	20.186	7,4	689	Panama	Voyages of Discovery
Endeavour	3.132	5,2	134	Bahamas	Lindblad Expeditions
Europa	28.437	6,0	408	264 Bahamas	Hapag Lloyd
Funchal	9.486	6,3	443	155 Portugal	Classic International Cruises
Grand Princess	104.000	7,5	2.600	1200 Bermuda	Princess Cruises (Carnival)
Hebridean Spirit	4.200	3,6	150	70 UK	Hebridean Island Cruises Ltd
Island Sky	4.280	4,2	118	72 Mauritius	Mauritius Island Cruises
Island Sun	4.280	4,2	118	72 Mauritius	Mauritius Island Cruises

Jewel of the Seas	90.090	8,1	2.100	Royal Caribbean
Kristina Regina	3.878	5,3	353	55 Finland
Le Diamant	8.282	4,9	226	140 France
Lili Marleen (sailing ship)	704	3,9	48	25 Germany
Marco Polo	22.080	8,2	826	350 Bahamas
Maxim Gorkiy	24.220	8,3	652	344 Bahamas
Minerva II	30.277	5,8	702	373 France (Liberia?)
Mistral	47.276	6,9	720	470 France
Mona Lisa	28.891	8,6	700	330 Germany
Noordam	33.933	7,4	1.214	566 Netherlands
Norwegian Dream	50.764	7,0	1.750	614 Bahamas
Ocean Majesty	10.417	5,4	613	235 Greece
Ocean Monarch	15.739	7,5	500	210 Liberia
Oceana	77.499	8,1	2.002	900 UK
Pacific Venus	26.518	6,5	532	180 Japan base
Paloma I	12.535	5,3	376	150 St. Vincent
Princess Danea	9.603	7,7	497	240 Panama
Prinsendam	37.845	7,2	793	460 Netherlands
Regatta	30.277	5,8	684	373 Marshall Isl
Saga Pearl	12.331	5,1	428	157 Bahamas
Saga Rose	24.528	5,3	587	350 Bahamas
Sea Cloud II	3.800	5,3	96	56 Malta
Seabourn Pride	9.975	5,0	212	160 Bahamas
Seven Seas Voyager	40.000	6,8	769	447 France
Silver Cloud II	16.927	5,3	315	210 Bahamas
Sundream	22.945	6,7	1.196	400 Bahamas
Triton	13.995	5,9	912	265 Greece
Van Gogh	16.331	5,9	502	St. Vincent
Vistamar	7.478	4,6	320	110 Spanien
Westerdam	85.000	7,3	1.494	642 Netherlands
Wind Surf	14.745	5,2	312	163 Bahamas

There are 43 cruise lines. Costa Cruise Lines (Carnival) has four of the 65 ships.³ Eight cruise lines has three ships each, cruising the Baltic Sea in 2004: Classic International Cruises (Arcalia), Fred. Olsen Cruise Lines, Hansa Kreuzfahrten, Hapag Lloyd, Holland America Line, Noble Caledonia, P & O Cruises, Peter Deilmann Reederei. Three cruise lines have two ships each in the Baltic Sea in 2004: Phoenix Seereisen, Saga Cruises, Transocean Tours. 31 cruise lines have one ship each cruising the Baltic Sea in 2004. - Overall, Grand Princess, Costa Atlantica, Constellation, Norwegian Dream and AIDA blu are the ships which will bring the greatest number of cruise passengers to the ports of the Baltic Sea in 2004.

Of the 65 ships - from 43 cruise lines - cruising the Baltic Sea in 2004, 59 will call at Stockholm – and at least one other port in the Baltic Sea. 26 of the 59 ships which will call at Stockholm, will also call at Visby. 12 of the 59 ships which will call at Stockholm, will also call at Mariehamn. There will be one ship calling at the Bothnian Arc (Luleå, Kemi – and Sundsvall) in 2004. That ship will also call at Stockholm and Visby.

³ Nordnorge makes one call to Copenhagen, and one call to Rønne in 2004. – The World is making one Baltic cruise.

Of the 59 ships calling at Stockholm (or 58 not including Birka Princess), as many as 54 will also call at St. Petersburg. 52 of the 58 ships will call at Copenhagen. 52 of the 58 will call at Tallinn also. There are highly significant correlations between the following ports, i.e. they tend to be visited by the same ships, based on expected calls by cruise ships in 2004:

Stockholm and: Visby, Copenhagen, Helsinki, St. Petersburg, Tallinn, Gdynia, Warnemünde, Dover.

Visby and: Stockholm, Copenhagen, Helsinki, St. Petersburg, Tallinn, Riga.

Mariehamn and: Visby, Helsinki, Tallinn (significant correlations, not quite highly significant).

Rønne and: Copenhagen, Helsingborg, Warnemünde.

Copenhagen and: Rønne, Århus, Helsingborg, Stockholm, Ystad, Visby, Helsinki, St. Petersburg, Tallinn, Gdynia, Warnemünde.

The picture for 2003 was somewhat similar. There were highly significant correlation between:

Stockholm and: Visby, Aarhus, Copenhagen, Helsinki, St. Petersburg, Tallinn, Riga, Gdynia, Kiel, Travemünde (and Oslo, not included in the 2004 analysis).

Visby and: Stockholm, Copenhagen, Helsinki, St. Petersburg, Tallinn, Kiel (and Hellysylt in Norway, not included in 2004).

Mariehamn: No significant correlations.

Rønne and: Copenhagen, Helsingborg, Helsinki, Tallinn, Gdynia.

Copenhagen and: Rønne, Visby, Stockholm, Helsinki, St. Petersburg, Tallinn, Gdynia, Kiel (plus several Norwegian ports).

All the mentioned highly significant correlations between ports are positive. In other words, the more the ships come to one port, the more they come to the others too.

For a list of correlations between ports 2004, number of different ships by port, see Appendix C.

Tabel 9 No. of different ships by port – correlations between ports 2004

			Stockholm 2004	Visby 2004	Mariehamn 2004	Rønne 2004	Copenhagen 2004
Stockholm 2004	Pearson Correlation		1,00	0,88	0,50	0,54	0,78
	Sig. (2-tailed)	,		0,00	0,11	0,02	0,00
	N		58	25	11	18	52
Visby 2004	Pearson Correlation		0,88	1,00	0,76	0,18	0,63
	Sig. (2-tailed)		0,00	,	0,01	0,57	0,00
	N		25	29	11	12	23
Mariehamn 2004	Pearson Correlation		0,50	0,76	1,00	(0,02)	0,13
	Sig. (2-tailed)		0,11	0,01	,	0,97	0,73
	N		11	11	13	8	9

Cruise lines with ships which could visit the Baltic Arc 2005

In 2004 65 cruise ships will visit more than one port in the Baltic Sea. Of these 65, 59 will call at Stockholm. There are 36 cruise ships which will call at Stockholm and a nearby non-capital. One last ship has been taken into consideration, bringing the total to 37.

The following 25 cruise lines have 37 cruise ships which

- 1) call at Stockholm in 2004
- 2) and at least one of the following non-capitals: Visby or Mariehamn or Kalmar or Rønne
- 3) or at least three of the mentioned four non-capitals (Kristina Regina, Finland).

Tabel 10 25 cruise lines with 37 ships, which could call at the Bothnian Arc

	HQ	Potential ships per cruise line	Ships	Germany
1	Germany	Hapag Lloyd	3	3
2	Italy	Costa Cruise Lines (Carnival)	3	
3	USA	Holland America Line	3	
4	Germany	Peter Deilmann Reederei	2	2
5	Germany	Phoenix Seereisen	2	2
6	Germany	Transocean Tours	2	2
7	Germany	Hansa Kreuzfahrten	2	2
8	UK	Noble Caledonia	2	
9	UK	Saga Cruises	2	
10	Germany	Delphin Seereisen	1	1
11	Germany	Holiday Kreuzfahrten	1	1
12	Germany	Plantours	1	1
13	Åland, F.	Birka Princess	1	
14	Finland	Kristina Cruises	1	
15	France	Compagnie des Îles du Ponant	1	
16	UK	Hebridean Island Cruises Ltd	1	
17	UK	Page & Moy (chart. from Majestic)	1	
18	Italy	Festival Cruises	1	
19	Portugal	Classic International Cruises	1	
20	Greece	Royal Olympia Cruises (ROC)	1	
21	France	Plein Cap Croisières - TVL Voyages	1	
22	USA	Lindblad Expeditions	1	
23	USA	Crystal Cruises	1	
24	USA	Radisson S. S. C.	1	
25	USA	Windstar Cruises (Carnival)	1	
		Total	37	14

Tabel 11 25 cruise lines – 37 cruise ships

Cruise ship line	Ship name	GT	Depth	Passengers	Crew
Birka Cruises, Birka Line	Birka Princess	22.412	6,0	1500	
Classic International Cruises	Funchal	9.486	6,3	443	155
Compagnie des Îles du Ponant	Le Diamant	8.282	4,9	226	
Costa Cruise Lines (Carnival)	Costa Allegra	28.430	9,0	950	418
Costa Cruise Lines (Carnival)	Costa Europa	53.872	8,2	1.744	612
Costa Cruise Lines (Carnival)	Costa Marina	25.558	8,2	757	390
Crystal Cruises	Crystal Symphony	50.202	8,0	975	530
Delphin Seereisen	Delphin Renaissance	30.277	5,8	716	306
Festival Cruises	Mistral	47.276	6,9	720	470
Hansa Kreuzfahrten	Delphin	16.214	6,2	554	235
Hansa Kreuzfahrten	Paloma I	12.535	5,3	376	150
Hapag Lloyd	Bremen	6.752	4,6	164	100
Hapag Lloyd	C. Columbus	14.903	5,1	423	170
Hapag Lloyd	Europa	28.437	6,0	408	264
Holiday Kreuzfahrten	Mona Lisa	28.891	8,6	847	330
Hebridean Island Cruises Ltd	Hebridean Spirit	4.200	3,6	150	70
Holland America Line	Noordam	33.933	7,4	1.214	566
Holland America Line	Prinsendam	37.845	7,2	793	
Holland America Line	Westerdam	85.000	7,3	1.494	642
Kristina Cruises	Kristina Regina	3.878	5,3	353	55
Lindblad Expeditions	Endeavour	3.132	5,2	134	
Page & Moy (chart. Majestic)	Ocean Majesty	10.417	5,4	613	235
Plein Cap Croisières	Adriana	4.490	4,5	250	104
Noble Caledonia	Island Sky	4.280	4,2	118	72
Noble Caledonia	Island Sun	4.280	4,2	118	72
Peter Deilmann Reederei	Berlin	9.570	5,5	420	
Peter Deilmann Reederei	Deutschland	22.496	5,8	520	260
Phoenix Seereisen	Albatros	24.803	9,2	906	340
Phoenix Seereisen	Maxim Gorkiy	24.220	8,3	652	344
Plantours	Vistamar	7.478	4,6	320	110
Radisson S. S. C.	Seven Seas Voyager	40.000	6,8	769	447
Royal Olympia Cruises (ROC)	Triton	13.995	5,9	912	265
Saga Cruises	Saga Pearl	12.331	5,1	428	157
Saga Cruises	Saga Rose	24.528	5,3	587	350
Transocean Tours	Astor	20.606	5,8	590	300
Transocean Tours	Astoria	18.500	6,1	540	220
Windstar Cruises (Carnival)	Wind Surf	14.745	5,2	312	163

Review of cruise lines, ships and their itineraries in 2004

Hapag Lloyd

Bremen
C. Columbus
Europa

These ships call at many non-capitals in the Baltic Sea.

These tours by MS Europa and MS Bremen include Visby:

Ship	Date	Cruise	Days	Cruise no.
MS EUROPA	17.08.04 - 31.08.04	Kiel - Hamburg	14	EUR 0421
MS BREMEN	09.07.04 - 23.07.04	Hamburg - Kiel	14	BRE 0416
MS BREMEN	07.09.04 - 21.09.04	Kiel - Kiel	14	BRE 0421

C. Columbus calls at both Rønne and Mariehamn in 2004, and other non-capitals.

The three ships Bremen, Columbus and Europa each call at Stockholm twice in 2004. Since all the ships also call at non-capitals in the Baltic Sea in 2004, these ships are highly relevant as potential visitors to the Bothnia Arc in 2005.

Ship	Date	Cruise	Days	Cruise no.
MS COLUMBUS	14.05.04 – 27.05.04	Kiel - Kiel	13	COL 0410
MS COLUMBUS	27.05.04 – 09.06.04	Kiel - Kiel	13	COL 0411
MS EUROPA	16.06.04 – 27.06.04	Kiel - Kiel	11	EUR 0414
MS EUROPA	17.08.04 – 31.08.04	Kiel - Hamburg	14	EUR 0421
MS BREMEN	09.07.04 – 23.07.04	Hamburg - Kiel	14	BRE 0416
MS BREMEN	07.09.04 - 21.09.04	Kiel - Kiel	14	BRE 0421

Contact:

Hapag-Lloyd Kreuzfahrten GmbH
Ballindamm 25
20095 Hamburg
Telefon: + 49 40 3001 - 4600
Telefax: + 49 40 3001 - 4601
Email: info@hlkf.de

Website: www.hlkf.de

Costa Cruise Lines (Carnival)

Costa Allegra
Costa Europa
Costa Marina

Costa Marina comes six times to Visby, Stockholm and four other capitals in the Baltic Sea in 2004. These cruises are all 9 days and go from/to Kiel. Costa Europa will call at Rønne, Visby and Stockholm and four times each. Costa Allegra comes twice to the capitals, and once to Visby in 2004. Costa labels its cruise in the Baltic Sea either "Baltic Capitals" or "Baltic Highlights".

A fourth of Costa Cruise's ships, Costa Atlantica, calls at capitals only, in the Baltic Sea in 2004. The cruises by Costa Atlantica all go from/to Copenhagen under the name of "Baltic Capitals", and last 7 nights.

The mid-summer tour of 2004 in the Baltic goes as follows:

Baltic Highlights 11 nts, COSTA EUROPA, 22/06/2004 from Amsterdam

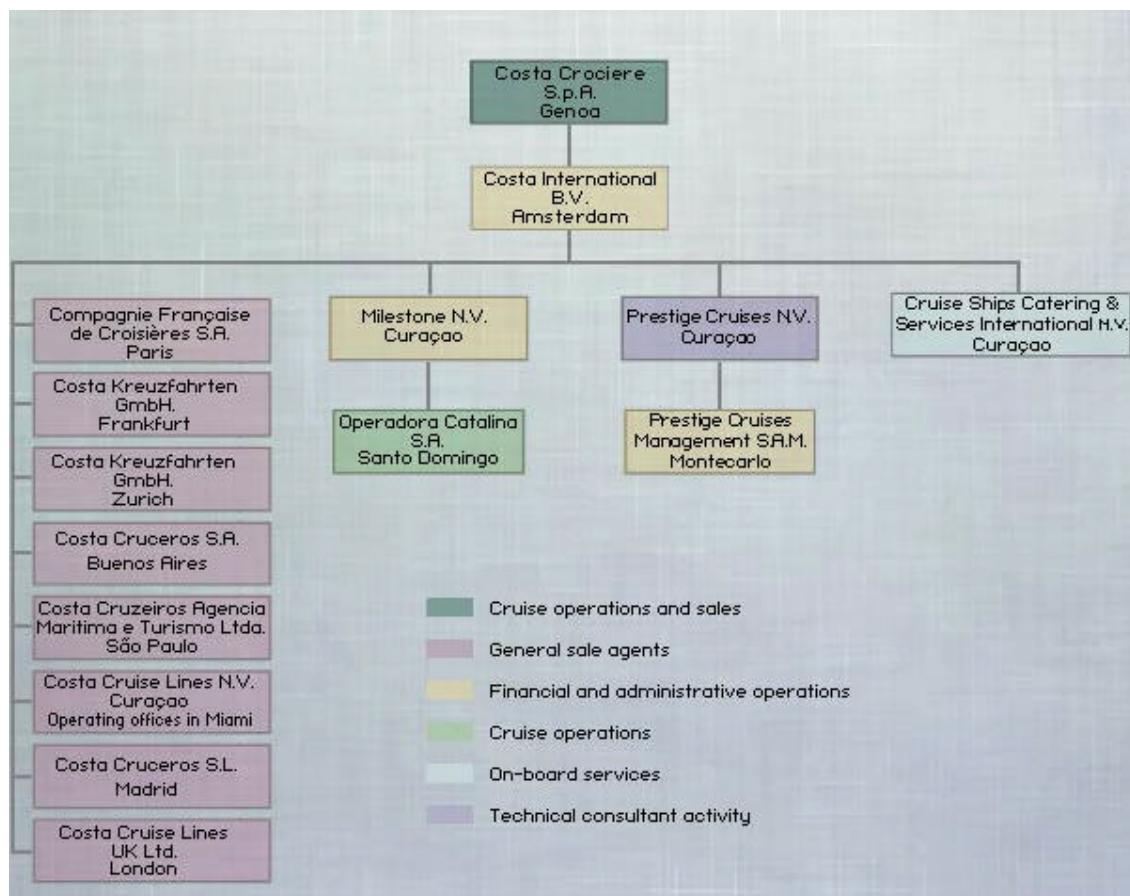
Day	Port	Arrive	Depart
22/06 Tue.	Amsterdam		17:00
23/06 Wed.	...Cruising...	-	-
24/06 Thu.	Bornholm	13:00	18:00
25/06 Fri.	...Cruising...	-	-
26/06 Sat.	St. Petersburg	08:00	-
27/06 Sun.	St. Petersburg	-	19:00
28/06 Mon.	Tallinn	08:00	17:00
29/06 Tue.	Stockholm	08:15	17:00
30/06 Wed.	Visby	07:00	13:00
01/07 Thu.	Copenhagen	08:00	18:00
02/07 Fri.	...Cruising...	-	-
03/07 Sat.	Amsterdam	08:00	

If the tour Baltic Highlights, around mid-summer (2005), started in Copenhagen instead of Amsterdam, there would be time to call at the Baltic Arc after Tallinn, and before Stockholm. This would also give an extra meaning of the term "Baltic Highlights", the tour would go HIGH up north, and there would be plenty of LIGHT, all night long. At the moment all "Baltic Highlights" tours are from/to Amsterdam, 11 or 12 nights, and all "Baltic Capitals" tours are from/to Copenhagen, 7 nights.

Costa Cruises - about Costa Cruises:

"Costa Cruises, a Genoa-based Italian company, is the leading European cruise group, and the market leader in Italy, France, Spain Switzerland and South America. It boasts the most modern fleet of all European cruise companies (10 ships with a total tonnage of approximately 600,000 tons capable of accommodating around 15,700 guests in double cabins). 2 more new ships have been ordered that will increase the capacity of the fleet to approximately 21,500 guests by 2006. All the Costa Cruises ships fly the Italian flag and operate in the Mediterranean, Northern Europe, the Caribbean and South America. Costa Cruises stands out for its constant pursuit of excellence and its unmistakable style. Costa Cruises belongs to the Carnival Corporation & plc group, world leader in the cruise sector."

"Costa Crociere is an international company with offices in 23 cities and 14 countries. The Company relies on a young and international staff: 70% of its employees, coming from about 60 countries, are less than 40 years of age. Costa Group employs 8,230 people, organised in a shore side structure and in an on board one. The on board personnel consists of 7,460 people, divided among the 10 ships of our fleet. The shore side offices employ 770 people (of those, 455 in Italy); 56% of those work in the sales and commercial departments."



Contact:

Costa Crociere S.p.A.
Via XII Ottobre, 2
Genoa 16121
Italy

Tel: +39 010 54831
Fax: +39 010 5483 290

E-Mail: info@costa.it

Web Site: www.costa.it

Holland America Line

Noordam

Prinsendam

Westerdam

Noordam: round-trip from Copenhagen, 10 nights, June 22 to August 31, 2004, calling at Tallinn, Estonia; St. Petersburg, Russia (overnight); **Stockholm, Sweden; Kalmar, Sweden;** Helsinki, Finland; Warnemunde (Berlin), Germany; Arhus, Denmark.

Source: www.cruisemates.com/articles/itineraries/baltic.cfm

Contact:

Holland America Line

300 Elliott Ave. West

Seattle, WA 98119

Phone: 1-206-281-3535

Fax: 1-206-281-7110

Website: www.hollandamerica.com/

Peter Deilmann Reederei

deilmann-neustadt.de

Berlin

Deutschland

Berlin has three cruises to Stockholm in 2004, all from/to Kiel:

07.06. 2004 - 19.06.2004 530	12 days
18.07. 2004 - 29.07.2004 533	11 days
29.07. 2004 - 10.08.2004 534	12 days

Exampel, Berlin, 07.06. 2004 - 19.06.2004 530, 12 days:



Deutschland has got one cruise which includes Stockholm in 2004.

Deutschland: 03.06.2004 – 15.06.2004 from Kiel to Kiel, 12 days



Contact:

Peter Deilmann Reederei GmbH & Co.
Am Holm 25 • 23730 Neustadt in Holstein

Tel. (04561) 396-0 • Fax: 8207
E-Mail: info@deilmann.de

Website: www.deilmann-kreuzfahrten.de

Phoenix Seereisen

Albatros
Maxim Gorky

Albatros has two cruises in the Baltic Sea in 2004, both with calls at Stockholm and Visby:

Die Höhepunkte der Ostsee 12 days (from/to Bremerhaven)

For example, 18.08.2004 - 30.08.2004 (12 days).

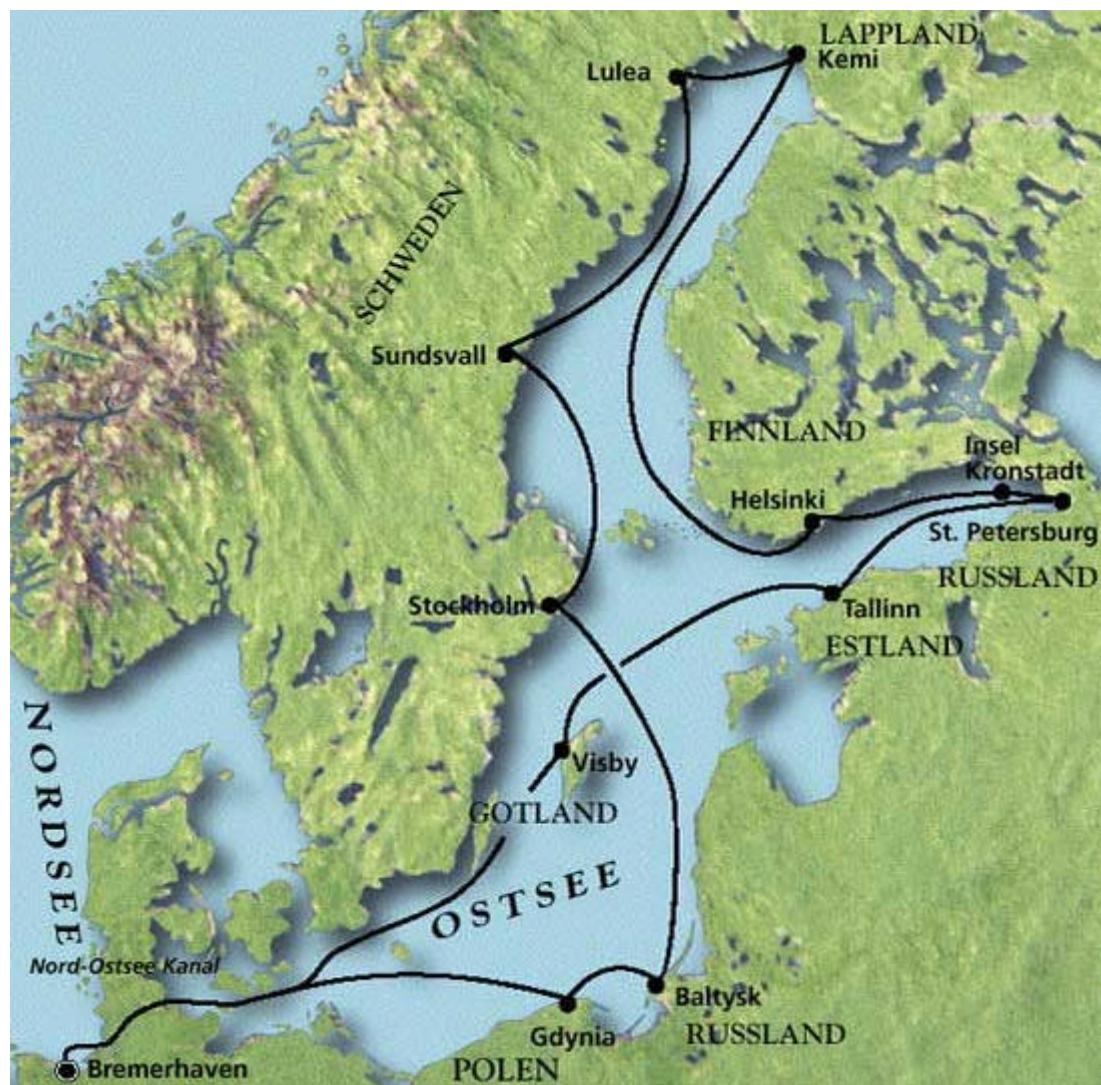
4-bed cabine per person from: 949,- €
Double cabine per person from: 1.399,- €

Albatros, Die Höhepunkte der Ostsee 12 days (from/to Bremerhaven)



There are four cruises by Maxim Gorky in the Baltic Sea in 2004, and four cruises in 2005. Stockholm is included in all cruises. Three ports on the way towards or in the Bothnian Arc are called at: Sundsvall, Luleaa, Kemi. This trip was sold out more than three months before departure, which was not the case for any of the three other cruises by Maxim Gorky in the Baltic Sea in 2004.

Maxim Gorki: Ostsee total und "Weiße Nächte" 15 days (from/to Bremerhaven)



MAX132: 12.06.2004 - 27.06.2004 (15 days) [Sold out red lamp 3 months before dept.].

Ostsee total und "Weiße Nächte"

- Auf den Spuren der Wikinger und Hanse
- Durch den Bottnischen Meerbusen, Kurs Lappland
- St. Petersburg, das "Venedig des Ostens"
- Weiße Nächte im hohen Norden

4-Bett-Kabine je Person ab: 1.399,- €
2-Bett-Kabine je Person ab: 2.349,- €

2004 Hafen an ab Ausflugsangebot

- Mi 16.06. [Stockholm](#) /10:00 15:00 [Stockholm mit Stadthaus, Schloß Drottningholm, Vasamuseum und Panoramafahrt](#)
- Do 17.06. [Sundsvall](#) /10:30 15:00 [Panoramafahrt Sundsvall](#)
- Schweden
- Fr 18.06. [Luleå/ Schweden](#) 10:00 20:00 [Luleå, Land der Samen](#)
- Sa 19.06. [Kemi / Finnland](#) 06:00 20:00 [Kemi, Leben am Polarkreis](#)
- So 20.06. Kreuzen im -
Bottnischen
Meerbusen
- Mo 21.06. [Helsinki](#) /08:00 16:00 [Helsinki, Porvoo](#)
- Finnland

REISEBESCHREIBUNG

Viel mehr als eine gewöhnliche Kreuzfahrt ist eine Seereise in der Ostsee. Großartige Städte und eine Zeitreise in die Vergangenheit nordeuropäischer Geschichte erwarten Sie auf dieser großen Ostseereise bis nach Lappland. Sie starten Ihre Reise mit einer Fahrt durch den Nord-Ostsee-Kanal quer durch die saftigen Weidegebiete Schleswig-Holsteins. Im polnischen Gdynia haben wir für Sie eine lange Liegezeit eingeplant. Interessante Ausflüge führen Sie in die Altstadt von Danzig mit den renovierten Patrizierhäusern, der Marienkirche und dem legendären Krantor. Das vom deutschen Herrenorden gegründete Königsberg, die ehemalige Hauptstadt Ostpreußens, ist das nächste Ziel Ihrer Reise durchs Baltikum. Als Kontrast steuert TS Maxim Gorki am nächsten Morgen durch die Schärenlandschaft das schwedische Stockholm an. Entlang Schwedens Küste nimmt Ihr Schiff Kurs Richtung Norden. Nach einem Besuch in Sundsvall kommt Lulea in Sicht. Auf einem Ausflug besuchen Sie bei Bredsel den Storforsen-Wasserfall, der zu den höchsten Europas gehört. Nichts liegt näher, als vom finnischen Kemi einen Ausflug nach Lappland zu unternehmen. Durch das Tal der Klemijoki erreichen Sie Rovaniemi am Nordpolarkreis, wo der Weihnachtsmann zu Hause ist. Nach einem Seetag ist die weltoffene Stadt Helsinki, auch "Weiße Stadt" genannt, Ihr nächstes Ziel. Die Stadt voller klarer Schlichtheit und klassischer Architektur wird auch Sie begeistern. Auf den bevorstehenden Besuch in der Stadt Peter des Großen können Sie sich freuen. Zur schönsten Jahreszeit der "weißen Nächte" haben wir für Sie zwei volle Tage im "Venedig des Ostens" eingeplant. Allein durchziehen die faszinierende Metropole und führen zu stolzen Kathedralen mit goldenen Kuppeln und zum Schloßplatz mit dem Winterpalast. Zauberhafte Gärten mit Wasserkaskaden erleben Sie im prunkvollen Sommerschloß Peterhof. Während eines Besuchs in der historischen

Altstadt von Tallinn werden Sie feststellen, daß es sich den Charakter einer Hansestadt bewahrt hat. Gotland, die größte Insel der Ostsee, mit dem malerischen Städtchen Visby steht in Kontrast zu den Metropolen der Ostsee. Besuchen Sie die mittelalterliche Stadt mit zahlreichen Türmen und Toren. Sie verlassen die Ostsee wieder durch den Nord-Ostsee-Kanal mit Kurs auf Bremerhaven.

Source: www.phoenixreisen.com/?direktid=3000296&ReiseartID=251

Phoenix Reisen has four cruises by Maxim Gorki in the Baltic Sea in 2004, one of which is the above. Phoenix Reisen has already scheduled four cruises by Maxim Gorki in the Baltic Sea in 2005, none of which goes to the Baltic Arc. This is rather unfortunate, one could say, since the 15-day cruise including the Baltic Arc in 2004 was the first one of the four cruises by Maxim Gorky in the Baltic Sea to be sold out, even three months before departure. Phoenix Reisen plans its cruises two or three years ahead.

Maxim Gorki visited the Baltic Arc last time in year 2000, and as mentioned is coming in 2004.

Apart from Maxim Gorki, Phoenix Reisen has two cruises in the Baltic Sea in 2004 by Albatros, and two in 2005.

Contact:

Phoenix Reisen GmbH
Pfälzer Strasse 14
53111 Bonn

Telefon: +49 (0228) 7 26 28-0
Telefax: +49 (0228) 7 26 28-99

E-Mail: info@PhoenixReisen.com

Mr. Hubert Schulte-Schmelter is Marketing and Strategic Planning Director of Phoenix Reisen.

Website: www.phoenixreisen.com

Transocean Tours

Astor
Astoria

Astor has two cruises in the Baltic Sea in 2004 and Astoria has four. Five of the six cruises in the Baltic Sea include Stockholm.

Schiff	Von	Bis	Region	Abfahrt	Ankunft
Astor	22.05.2004	04.06.2004	Ostsee	Bremen	Kiel
Astoria	29.05.2004	12.06.2004	Ostsee	Bremerhaven	Bremerhaven
Astoria	11.07.2004	24.07.2004	Ostsee	Bremerhaven	Bremerhaven
Astoria	25.08.2004	06.09.2004	X	Bremerhaven	Kiel
Astor	06.09.2004	16.09.2004	Ostsee	Bremerhaven	Kiel

Region: X: Ostsee – Jubiläumsreise

Astor and Astoria emphasize calls at ports in the eastern side of the Baltic Sea:

Example: Astoria, 11.07.2004 - 24.07.2004, Baltic Sea



Contact:

Transocean Tours Touristik GmbH
vertreten durch den
Geschäftsführer Peter Waehnert
Stavendamm 22
D-28195 Bremen
Telefon (0421) 3336-0, Fax (0421) 3336-100
E-Mail: mail@transocean.de

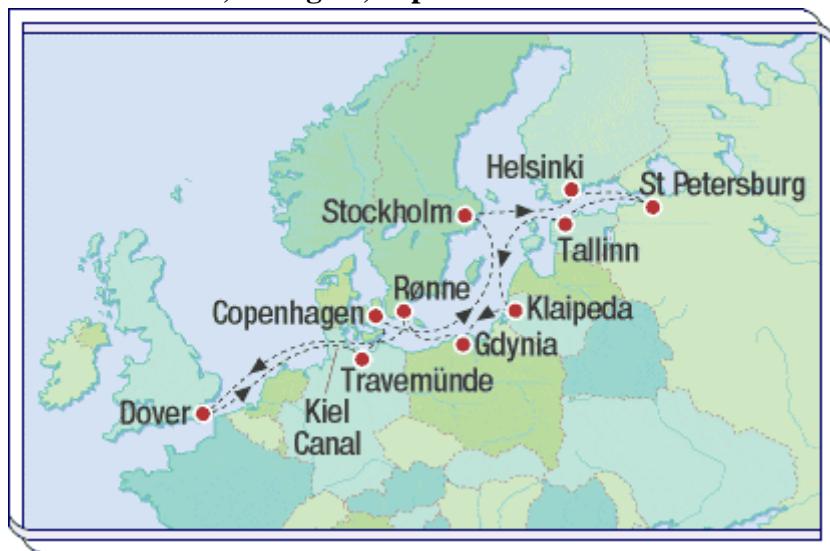
Website: www.transocean.de/

Saga Cruises

Saga Pearl
Saga Rose

Saga Pearl will call at Stockholm three times in 2004, and Rønne four times. The mid-summer tour 2004 of Saga Pearl goes as follows:

Baltic Treasures, 15 nights, dept. 22nd June 2004.



The stay in Rønne port will be 5 hours, in Stockholm 8 hours.

Saga Rose is calling at Stockholm four times in 2004. Of the non-capital ports in Sweden, Finland and Denmark, it comes to Rønne. The ship will anchor outside of the port: "Land by launch or tender".

"Saga Pearl (ex Minerva I) May to November charter for 3 years starting 2003. The vessel sails as Explore II with Abercrombie & Kent for the other six months of the year. Saga has purchased Caronia from Cunard which will join the fleet by the end of 2004."⁴

Contact:

Saga Cruises
The Saga Building; Enbrook Park
Folkestone; CT20 3SE; Kent; UK

Tel: +44 1303 771111
Fax: +44 1303 771243

⁴ www.cruise-community.com/Search/CL_Detail.asp?Itemnav=ship_org_0076

Website: www.saga.co.uk/travel/cruises3/oceanCruising.asp

Birka Cruises

Birka Princess

In 2004 Birka Cruises offers five weekend cruises from Stockholm to Visby and Tallinn and four weekend cruises to Mariehamn and Riga. Both itineraries are from Friday at 18.00 to Monday 16.15. There is a live dance band on each cruise, and ladies pay half price in shared cabin. Party time! Discos on ships like this are probably the best in the world.

Although these cruises are one day short of fulfilling the official definition of a cruise, which requires cruises to last at least four full days, and include two other ports than the departure port (which these weekend cruises do), they have been included in this study.

Contact:

Birka Cruises AB
Södermalmstorg 2
Box 15131
SE-104 65 Stockholm
Sverige

Telefon växel: 08-702 72 00
E-mail: info@birkacruises.com

Website: www.birka.se/

Classic International Cruises

Arcalia Shipping, Portugal

Funchal

Funchal calls at Stockholm - and Visby - only once in 2004:

Classic Baltic Treasures & St Petersburg, 22nd May - 2nd June.



From the same cruise line, the ship Arion calls at Stockholm three times, on cruises to the capitals of the Baltic Sea 2004.

Contact:

Arcalia Shipping Co Ltd (Head Office)
Address Avenida 24 de Julho 128-5
Estremadura
P-1300 Lisbon
Portugal
Telephone +351 21 393 1080
Facsimile +351 21 397 8244
Email arcalia@tip.pt

United Kingdom Sales Office:

Classic International Cruises; 274 Main Road; Sutton-at-Hone; Dartford; Kent DA4 9HJ
Reservations: 0845 603 1180; Brochure Hotline: 01322 863928; Fax: 01322 860751
Email: info@classicintcruises.co.uk

Website: www.classicintcruises.co.uk/

Compagnie des Îles du Ponant

Le Diamant

Radisson Seven Seas Cruises said farewell to its chic little cruiser Song of Flower in October after the 8,282-ton ship was sold for \$7.3million to two firms in a joint venture [Tapis Rouge Croisières and Compagnie des Îles du Ponant], called Compagnie des Iles du Diamant. She will be renamed Le Diamant and re-enter service in May 24 under the French flag, offering cruises to the Mediterranean, Black Sea, North Europe and then South America in January 2005.

Compagnie des Iles du Ponant has a website, www.ponant.com, where they write about their two other cruise ships, Le Levant and Le Ponant, but not Le Diamant.

Reiseverlauf

Tag	Stationen der Reise	Ankunft	Abfahrt
22.06.	Amsterdam , Niederlande		17.00
23.06.	Erholung auf See		
24.06.	Kopenhagen , Dänemark	08.00	18.00
25.06.	Visby , Schweden	14.00	19.00
26.06.	Stockholm , Schweden	08.00	17.00
27.06.	Helsinki , Finnland	12.00	18.00
28.06.	St. Petersburg , Russland	08.00	
29.06.	St. Petersburg		19.00
30.06.	Tallinn , Estland	09.00	16.00
01.07.	Erholung auf See		
02.07.	Nord-Ostsee-Kanal (Passage)		
03.07.	Amsterdam , Niederlande	10.00	

Ihre Reiseroute mit der LE DIAMANT...



Source: www.travelinfo.de/partner/kreuzfahrten.asp?ReiseID=3037

Contact:

Compagnie des Iles du Ponant
60 bd. Maréchal Alphonse Juin
44100 NANTES - FRANCE

Phone: 02 40 58 14 95 - Fax: 02 40 58 27 02
E-mail: info@ponant.com

Website: www.ponant.com

Crystal Cruises

Crystal Symphony

Crystal Symphony came to Stockholm, but not to Visby in 2003. However, it will call once at Visby in 2004, at one of its six cruises in the Baltic Sea.

Lapland certainly has been noticed by Crystal Cruises: “a new day trip to Lapland to tread the Arctic Circle, departing by air from Helsinki” has been added for the 2004 May-August season as one of two dozen new “Crystal Adventures”.⁵

Contact:

Crystal Cruises
2049 Century Park East
Suite 1400
Los Angeles, CA 90067

Website: www.crystalcruises.com

Delphin Seereisen

Delphin Renaissance

Delphin Renaissance calls at both Visby and Stockholm 3 times in 2004, at these cruises:

Metropolen der Ostsee, 9-22/5.
Glanzlichter der Ostsee, 19/6-2/7.
Höhepunkte der Ostsee, 26/8-8/9.

⁵ Press release dated 18th March 2004, www.crystalcruises.com/mc_release.aspx?PR=253

Glanzlichter der Ostsee
19.06. - 02.07.2004



The question is thus if the cruise line Delphin Seereisen could be talked into prolonging the corresponding tour for 2005, so that it goes up into the Gulf of Bothnia, Bothnian Arc, around mid-summer, 24th June.

Contact:

Delphin Seereisen GmbH
Neusalzerstr. 22e
63004 Offenbach

Tel.: +49 - (0)69 - 98 40 38 11
Fax: +49 - (0)69 - 98 40 38 40

E-Mail: delphin@delphin-cruises.com

Website: www.delphin-kreuzfahrt.de

ps: Apparently, Hansa Kreuzfahrten and Delphin Seereisen cooperate, concerning Delphin Renaissance: "Ab sofort beraten wir Sie auch gerne, wenn Sie an dem neuen Stern am deutschen Kreuzfahrthimmel, der MS DELPHIN RENAISSANCE, interessiert sind. Viereinhalb Sterne setzen neue Maßstäbe in punkto Luxus, Komfort und Kreuzfahrterlebnis."⁶

Hansa Kreuzfahrten

Delphin
Paloma I

--
Ocean Monarch

⁶ www.hansatouristik.de

Hansa Kreuzfahrten has chartered Paloma I from Di - Maio & Partners, Italy. Hansa Kreuzfahrten has 20 employees.

Apart from Depthin and Paloma I, Hansa Kreuzfahrten is operating a third sea cruise ship: Ocean Monarch. Ocean Monarch comes to Stockholm and Tromsø in 2004, but not to any of the non-capital ports near Stockholm. All three ships could potentially call at ports in the Gulf of Bothnia.

Contact:

Hansa Kreuzfahrten GmbH
Contrescarpe 36
D-28203 Bremen
Phone: 0421-33 4 66 0
Fax: 0421-33 4 66 33
hansa@hansakreuzfahrten.de

Website: www.hansatouristik.de

Festival Cruises

Mistral

Festival Cruises is a European cruise company headquartered in Genoa, with technical/operations offices in Greece (Piraeus) and marketing and commercial offices throughout Europe. Festival Cruises, the only 100% European-owned company in a market dominated by US players, is one of the world's leading cruise operators with routes in the Mediterranean, the Northern Seas and the Caribbean.⁷

Mistral calls at Stockholm and Visby in 2004, as it did in 2003, on the following itinerary, from May to September:

Kiel - Visby - Stockholm - Tallinn - St. Petersburg – Copenhagen – Kiel.

Furthermore, there is a similar itinerary with from/to Copenhagen. The cruises are one week each.

Baltic Capitals: This cruise enables you to visit four Baltic capitals in a single week. Setting sail from Kiel, your first discovery is Visby, the city of the Roses, charming capital of the island of Gotland in Sweden. Your next stop is Stockholm, the royal capital of Sweden and one of the most beautiful cities in the world. Tallinn ...

Apparently, Festival is negotiating a re-organisation plan.⁸

Contact:

Festival Crociere S.p.A.

⁷ www.festivalcruises.com

⁸ www.cruise-community.com/Search/CL_Detail.asp?Itemnav=ship_org_0034;
www.wompom.ca/news/AR2004JAN30.HTM

Via Ceccardi 4
I - 16100
Genova
Italia
Tel.: +390105490700
Fax: +390105490790
E-mail: contact@festivalcruises.com

Website: www.festivalcruises.com

Hebridean Island Cruises Ltd

Hebridean Spirit

Hebridean Spirit has got several new itineraries in the Baltic Sea in 2004, among others this one:

SWEDISH LAKELAND PEARLS

Helsingborg – Stockholm, 21/07/2004 - 28/07/2004, 7 nights



BALTIC TREASURES, Stockholm – Tallinn, 28/07/2004 - 04/8/2004 follows.

One could imagine that in 2005 it would be possible to include Stockholm - Bothnian Arc (Gulf of Bothnia) - Mariehamn – Stockholm for Hebridean Spirit or other ships with turnaround in Stockholm.

Contact:

Hebridean Island Cruises Ltd, Griffin House, Broughton Hall,
Skipton, North Yorkshire, BD23 3AN, UK

Tel: +44 (0)1756 704704 -- Fax: +44 (0)1756 704794

Website: www.hebridean.co.uk/

Holiday Kreuzfahrten

Mona Lisa

In December 2002, Mona Lisa was chartered by Holiday Kreuzfahrten for another 8 years.

Baltische Metropolen & Hansestädte

14 days from 30.05.2004-12.06.2004: Sold out

Der Reiseverlauf

Datum	Hafen / Aufenthalt	Ankunft	Abfahrt
30.05.2004	Busanreise (falls gebucht)		
30.05.2004	Hamburg - Einschiffung		18:00
31.05.2004	Erholung auf See		
01.06.2004	Oslo/Norwegen	07:00	18:00
02.06.2004	Kopenhagen/Dänemark	12:00	20:00
03.06.2004	Erholung auf See		
04.06.2004	Gdynia (Danzig)/Polen	07:00	19:00
05.06.2004	Kreuzen in der Ostsee		
06.06.2004	St. Petersburg/Russland*	07:00	
07.06.2004	St. Petersburg/Russland		19:00
08.06.2004	Helsinki/Finnland	08:00	18:00
09.06.2004	Tallin/Estland	08:00	16:00
10.06.2004	Stockholm/Schweden	08:00	16:00
11.06.2004	Rönne/Schweden**	14:00	20:00
12.06.2004	Busrückreise (falls gebucht)		
12.06.2004	Kiel - Ausschiffung	08:00	

Doppelkabine p.P. schon ab € 2099,-

Contact:

Holiday Kreuzfahrten GmbH
Brüsseler Allee 12
41812 Erkelenz
(50 km from Düsseldorf)

Owner: Herbert Fervers (100%)
No. of employees: 50

Telefon: (0049) 02431 - 94 500
Fax: (0049) 02431 - 94 50 450
E-Mail: verwaltung@holiday-kreuzfahrten.de

Website: www.holiday-kreuzfahrten.de

Kristina Cruises

Kristina Regina

The Finnish ship Kristina Regina calls at Mariehamn as many as 17 times in 2004, whereas the ship did not call at Mariahavn in 2003. Visby is visited 5 times during 2004, vs. 3 times in 2003. The ship does not call at Stockholm at all in 2004 (one time in 2003).

Example of a tour in 2004 by Kristina Regina from/to Helsinki:

Mariehamn, Riga & Visby - M/S Kristina Regina

June 11., July 22., August 10, 5 days



Cruise itinerary

- 1 day Departure from Helsinki 17:30
- 2 day Mariehamn, Åland 10:30 - 14:00
- 3 day Riga, Latvia 9:00 - 17:00
- 4 day Visby Gotland, Sweden 9:00 - 17:00
- 5 day Arrival at Helsinki 13:00

Obviously one could imaging cruises by Kristina Regina, from/to Helsinki – Mariehamn – Kemi - Luleå – possibly Sundsvall - possibly Stockholm – Helsinki.

Kristina Cruises has a second ship, m/s Kristina Brahe, which will sail in Gulf of Finland, Lake Saimaa and Saimaa Canal, among other places.

Contact:

Kristina Cruises
Kirkkokatu 16
48100 Kotka
tel +358-(0)5-211 4230
telefax +358-(0)5 211 4500

Website: www.kristinacruises.com

Lindblad Expeditions

Endevour

The ship Endevour calls at Stockholm once during 2004, at this cruise:

Scandinavia & the Baltics

Itinerary - 18 Days

Walled cities and dramatic terrain testify to a past that survives in tales and textbooks. Sail through nine countries united by the Baltic Sea.

Day 1 U.S./Fly Overnight
Day 2 Amsterdam/Embark Ship
Day 3 Transit the Kiel Canal
Day 4 Lubeck, Germany
Day 5 Copenhagen, Denmark
Day 6 Christiansø & Bornholm Islands
Day 7 Gdansk, Poland
Day 8 At Sea
Day 9 Riga, Latvia
Day 10 Visby, Gotland, Sweden
Day 11 Stockholm
Day 12 Swedish Arcipelago
Day 13 Helsinki, Finland
Day 14 Tallinn, Estonia
Days 15-17 St. Petersburg, Russia/Disembark Ship
Day 18 St. Petersburg/U.S.

In a bit more detail, for selected days:

Day 6 - Christiansø & Bornholm Islands

Land at tiny Christiansø with time to savour its charm. In Bornholm, explore Hammershus, Denmark's largest ruin castle built in 1260.

Day 10 - Visby, Gotland, Sweden

Walk through this walled city of “ruins and roses” and visit the botanical gardens.

Day 11 - Stockholm

Built on 16 islands, Stockholm today is known as the “Venice of the North.” Stroll Old Town and visit the Royal Palace and Vasa Museum.

Day 12 - Swedish Arcipelago

Explore the many uninhabited rugged islets by Zodiac.

Since the ship Endevour both visits arctic areas like Alaska, Antarctica and Arctic Norway plus Bornholm, Visby, Stockholm and Swedish small islands (Swedish Arcipelago) it seems obvious to try to get the ship Endevour to the Bothnian Arc in 2005.

Lindblad Expeditions is a Noble Caledonia Associate:

“Lindblad’s connection with Noble Caledonia goes back over ten years and as of January this year, Noble Caledonia became Lindblad’s UK representative (Lindblad are based in New York). Many of you, over the years, will have come into contact with Lindblad Expeditions, primarily, as they now operate the MS Endeavour (formerly our little blue ship, the Caledonian Star). **Lindblad journeys are designed to take you to unique places of natural beauty and compelling natural history, often away from civilisations, but not without comfort.**”⁹

Contact:

Lindblad Expeditions
720 5th Avenue
Floor 6
New York, NY 10019

E-mail: explore@expeditions.com

In the UK: Lindblad Expeditions at Noble Caledonia
2 Chester Close, Belgravia, London SW1X 7BE
For reservations: Monday-Saturday 9am-5pm 020-7752 0000

Website: www.expeditions.com

Noble Caledonia

Noble Caledonia has chartered Island Sky and Island Sun from Mauritius Island Cruises after a ship yard visit in Barcelona. Island Sky will be back in Mauritius in November 2004, and will therefore hardly be in the Baltic Sea in 2005. The whereabouts of Island Sun in 2005 is not clear.

Baltic Odyssey (four times: 31/5, 27/6, 5/8 and 18/8 2004) by MS Island Sky – and
Baltic Voyage (four times: 26/6, 9/7, 22/7 and 4/8 2004) by MS Island Sun¹⁰:

⁹ www.noble-caledonia.co.uk/nc/associations.asp

¹⁰ www.noble-caledonia.co.uk/sections/vessel.asp?vesselid=76

Day 1 - London Heathrow to Hamburg
Day 2 - Gdansk.
Day 3 - Klaipeda, Lithuania.
Day 4 - Riga, Latvia.
Day 5 - At sea.
Days 6 - 8 - St Petersburg.
Day 9 - Helsinki.
Day 10 - Tallinn, Estonia.
Day 11 - Stockholm.
Day 12 - Visby, Sweden.
Day 13 - Ronne, Bornholm Island, Denmark.
Day 14 - Lubeck to London Heathrow.

Contact:

Noble Caledonia Limited
2 Chester Close, Belgravia,
London SW1X 7BE

Telephone: +44 (0)20 7752 0000
Fax: +44 (0)20 7245 0388
Email: info@noble-caledonia.co.uk

Website: www.noble-caledonia.co.uk

Page & Moy

Ocean Majesty

“The 1966-built, 10,000 GT Ocean Majesty leased from Greek operators [Majestic International Cruises], usually sails in the Baltic under charter to UK tour operator Page & Moy.”¹¹

“Page & Moy Ltd was formed as a private limited company on 29 November 1962. Its principal activities are worldwide tour operating and travel agency business. It is a wholly owned subsidiary of Page & Moy Group Ltd and its sister company is Page & Moy Properties Ltd, the principal activity of which is a property holding company. The Company has six executive directors, four of whom have interests in the parent company and one non-executive director who also has an interest in the parent company. It owns 100% of the issued share capital of Page & Moy Transportation Ltd, the principal activity of which is the purchase of travel arrangements for resale to Page & Moy Ltd.”¹²

Cruise 4J05: 06 June - 18 June 2004, 12 Nights

¹¹ www.allatsea.co.za/oldestships.htm

¹² www.page-moy.com/corporate/index_company.htm



Source: cruisecollection.com/pages/internal/frame/fr_destin.htm

Owner:

Majestic International Cruises (also known as: Majestic Cruises)

107-109 Filinos str, 18535 Piraeus, Greece

Tel.: 2104186815-9 Fax: 2104510671

Website of Majestic Cruises: not live.

Ocean Majesty is chartered by Page & Moy.

Contact:

Page & Moy Ltd.

136-140 London Road

Leicester

E-mail, for example: careATpage-moy.co.uk

Website: www.page-moy.co.uk/

Plein Cap - TVL Voyages

Adriana

One of the cruises of Adriana in the Baltic Sea in 2004 is called Metropolen der Ostsee und Höhepunkte des Baltikums, 13 days from/to Germany, starting 17th August and calling at Rønne and Stockholm, among other ports.¹³ The ship may come to Stockholm up to three times in 2004.

Contact:

Plein Cap

251, route de La Colle

06270 Villeneuve Loubet

France

¹³ www.spd-reiseservice.de/pdf/ostsee.pdf

Tel: 04 93 20 21 20
Fax: 04 93 73 70 01
E-mail: info@Tplain-cap.com

TVL Voyages, SARL au capital de 160 000 €- RC Antibes B 323 646 232

Website: www.plein-cap.com/

Plantours & Partner

Vistamar

Vistamar comes to Kalmar twice in 2004, Rønne three times, and Stockholm, Helsinki, St. Petersburg six times each.

Contact:

plantours & Partner GmbH
Obernstrasse 76
D - 28195 Bremen

Director, Geschäftsführer: Herrn Albert Peter Traeger

Telefon: ++49 (0)4 21 - 1 73 69 - 0
Telefax: ++49 (0)4 21 - 1 73 69 - 35

E-mail: info@Tplantours-partner.de

Website: www.plantours-partner.de

Radisson S. S. C.

Seven Seas Voyager

Seven Seas Voyager, a six-star ship, comes to Stockholm three times and to Visby twice in 2004. Apart from Visby, the ship calls at capitals only, in the Baltic Sea. It does not seem likely that the ship will call at the ports in the Baltic Arc or other non-capitals in the Baltic Sea. On the other hand, the ship goes all the way up to Tromsø and North Cape, so why not the Baltic Arc?

“Radisson Seven Seas Cruises, with headquarters in Fort Lauderdale, Florida, is part of Carlson Hospitality Worldwide of Carlson Companies, Inc., one of America's largest privately-owned corporations.”

Contact:

Corporate Headquarters:
Radisson Seven Seas Cruises
600 Corporate Drive, Suite 410
Fort Lauderdale, Florida 33334

Radisson Seven Seas Cruise Expert call: 877-505-5370
For brochures or other Sales Assistance: (800) 477-7500 ext 600
For client booking information or requests: (800) 285-1835

Website: www.rssc.com

Royal Olympia Cruises (ROC)

Triton

“Royal Olympia Cruises currently trying to restructure.”¹⁴

Contact:

Royal Olympia Cruises
87 Akti Miaouli St
Piraeus
185 38
Greece
Tel: +30 210 4291000
Fax: +30 210 4290862

Website: royalolympiacruises.com (the site was not responding).
Alternative: www.Royal-Olympic-Cruises.com, which is the US representative of ROC.

Windstar Cruises (Carnival)

Wind Surf (sailing ship)

Wind Surf is visiting both Visby and Mariehamn and for example Ventspils in Latvia on one 13-day cruise from St. Petersburg starting 29th July 2004, and is visiting Rønne twice at 10-day cruises starting from Copenhagen on 12th July and 11th August 2004, respectively.

Contact:

Windstar Cruises
300 Elliott Avenue West, Seattle, WA 98119

¹⁴ www.cruise-community.com/clines_menu.htm

Phone: (206) 281-3535
Fax: (206) 286-3229
E-mail: info@windstarcruises.com

Website: www.windstarcruises.com

References

Cruise Information Service: "Annual cruise review 2002 (UK and Europe)".

Pollak, Alf and Gaby Pollak-Lenke: "Der Kreuzfahrtenmarkt Deutschland 2003", DRV.

The Travel Business Partnership: "The cruise business worldwide", Travel Markets No. 9 – 2003 pp. 4-15. Switzerland.

Appendices

Appendix A. UK-UK port and fly-cruise passengers, 1999-2002

	1999	2000	2001	2002	% change 2002/01
UK-UK port					
Mediterranean	37.854	45.290	52.253	70.601	35,1
Atlantic Islands	28.229	36.996	43.257	35.945	-16,9
Norway	22.376	26.652	31.307	29.932	-4,4
UK/Western Europe	12.877	25.246	27.226	30.479	11,9
Baltic	23.348	18.813	24.650	25.733	4,4
Caribbean	5.688	9.156	6.506	9.250	42,2
Others	3.183	3.819	960	2.963	208,6
Charters	10.346	11.195	15.755	8.884	43,5
Sub-total	143.901	177.167	201.914	213.787	5,9
Fly-cruises					
Mediterranean/Black Sea	241.261	186.944	218.248	230.620	5,7
Ex-Cyprus only	91.383	101.856	64.413	53.372	-17,1
Atlantic islands	38.913	26.370	33.824	37.192	10,0
Caribbean	143.401	141.163	138.957	162.362	16,8
Alaska	15.107	18.065	16.342	16.968	3,8
Far East/Australia	13.652	14.672	16.547	14.996	-9,4
Scandinavia/Baltic	9.467	14.450	14.598	15.042	3,0
US West coast/Mexico/					
Panama canal	11.854	10.288	10.504	18.934	80,3
Round the world	8.412	10.162	11.607	8.824	-24,0
Transatlantic	...	8.331	9.187	10.115	10,1
South America/Antarctic	...	4.946	6.321	6.433	1,8
Others	12.416	12.559	12.531	12.782	2,0
Charters	3.802	11.688	5.793	3.603	-37,8
Sub-total	589.668	561.494	558.872	591.243	5,8
Line voyages	12.674	15.755	15.387	18.560	20,6
Total	746.243	754.416	776.173	823.590	6,1

Note: ...= included in other sections

Source: PSA/IRN

Appendix B. No. of calls and no. of passengers by port – beyond the Baltic Sea

Ports	No. of calls per year:					Passengers:			
	2004	2003	2002	2001	2000	2003-4 %	2004B	2003B	2003A
Bergen	211	211	202	195					136.329
Geiranger	161	155	132	135					
Hellesylt	110	106	90	92					
Oslo	125	110	88	115	108				120.000
North Cape	111	88	83	110					
Flåm	120	112	98	102					
Tromsø	88	86	72	93					45.537
Lofoten (all)	70	70	61	67					
Gudvangen	70	66	57	51					
Trondheim	49	42	41	47					31.000
Stavanger	57	38	25	45					
Ålesund	49	55	35	43					
Molde	38	36	31	42					
Olden/Nordfjord	44	61	44	40					
Vik i Sogn	39	39	39	39					
Hammerfest	25	28	28	33					
Svalbard	30	42	29	29					
Åndalsnes (Romsdal l	26	26	26	26					
Norway, sum	941	899	757	882					
Norway, other ports			363	405					
Norway, cruise-norway.no			1120	1287	1182				
Greenland			107	94	123				
Amsterdam	100	81	72	108	100				
Southampton		214							480.000
Dover	139	116	89	112					134.127
Harwich	53	56							
Lisbon		264	218	211	237				209.231
Gibraltar		167	149						
Cadiz		209							145.000
Barcelona		500							700.000
Bordeaux		40							
Cannes	100								
Elba, Portoferraio		75							24.000
Liverno		324							360.000
Bari	165	122							213.984
Naples			136						
Venice			332	309	200				
Split, Croasia		140							
Antalya, Turkey			115						
Port Said, Egypt			243		527				
Madeira (Funchal)			249	230	<-- est.				
Canarie Islands									
Las Palmas (Gran Canaria)	166	127	112	<-- est.					132.734
Arrecife (Lanzarote)	211	176	123	<-- est.					168.980
Puerto del Rosario (Fuerteventura)	46	24	3	<-- est.					36.485
Network: Ports of Las Palma	423	328	238						338.199
Santa Cruz de Tenerife			194						
La Palma, Teneriffe			66						
Los Christianos; La Estaca; San Sebastián			20						
Ports of Teneriffe			280	240					

Appendix C. No. of different ships by port – correlations between ports 2004

		Stockholm 2004	Visby 2004	Mariehamn 2004	Rønne 2004	Copenhagen 2004
Stockholm 2004	Pearson Correlation	1,00	0,88	0,50	0,54	0,78
	Sig. (2-tailed)	,	0,00	0,11	0,02	0,00
	N	58	25	11	18	52
Visby 2004	Pearson Correlation	0,88	1,00	0,76	0,18	0,63
	Sig. (2-tailed)	0,00	,	0,01	0,57	0,00
	N	25	29	11	12	23
Mariehamn 2004	Pearson Correlation	0,50	0,76	1,00	(0,02)	0,13
	Sig. (2-tailed)	0,11	0,01	,	0,97	0,73
	N	11	11	13	8	9
Luleå+ Kemi+Sund. 2004	Pearson Correlation	,	,	,	,	,
	Sig. (2-tailed)	,	,	,	,	,
	N	1	1	-	-	1
Kalmar 2004	Pearson Correlation	0,50	,	,	1,00	(0,50)
	Sig. (2-tailed)	0,67	,	,	,	0,67
	N	3	1	1	2	3
Ystad 2004	Pearson Correlation	1,00	1,00	1,00	,	1,00
	Sig. (2-tailed)	,	,	,	,	0,00
	N	2	2	2	1	3
Helsingborg 2004	Pearson Correlation	,	,	,	1,00	1,00
	Sig. (2-tailed)	,	,	,	0,00	0,00
	N	3	2	-	4	5
Göteborg 2004	Pearson Correlation	0,65	0,95	,	,	0,33
	Sig. (2-tailed)	0,12	0,05	,	,	0,39
	N	7	4	2	5	9
Rønne 2004	Pearson Correlation	0,54	0,18	(0,02)	1,00	0,94
	Sig. (2-tailed)	0,02	0,57	0,97	,	0,00
	N	18	12	8	23	19
Copenhagen 2004	Pearson Correlation	0,78	0,63	0,13	0,94	1,00
	Sig. (2-tailed)	0,00	0,00	0,73	0,00	,
	N	52	23	9	19	63
Aarhus 2004	Pearson Correlation	0,26	,	,	(1,00)	0,92
	Sig. (2-tailed)	0,54	,	,	,	0,00
	N	8	4	1	2	8
Helsinki 2004	Pearson Correlation	0,91	0,83	0,70	0,03	0,71
	Sig. (2-tailed)	0,00	0,00	0,01	0,90	0,00

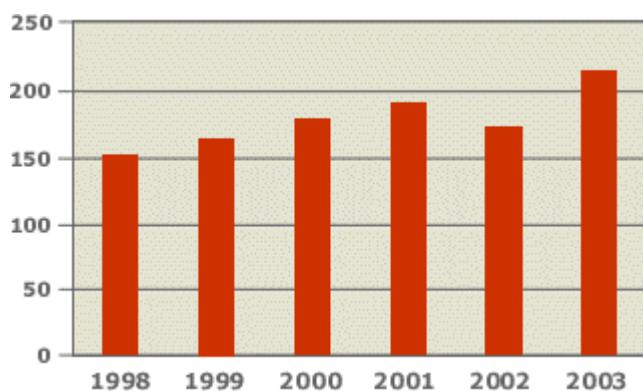
	N	52	24	12	17	50
St. Petersburg 2004	Pearson Correlation	0,90	0,74	0,66	0,24	0,75
	Sig. (2-tailed)	0,00	0,00	0,02	0,30	0,00
	N	56	28	12	21	55
Tallin 2004	Pearson Correlation	0,86	0,71	0,76	0,39	0,87
	Sig. (2-tailed)	0,00	0,00	<i>0,01</i>	0,11	0,00
	N	50	28	11	18	49
Riga 2004	Pearson Correlation	0,38	0,77	0,67	0,17	0,18
	Sig. (2-tailed)	0,11	0,00	0,03	0,58	0,51
	N	19	13	10	13	16
Gdynia 2004	Pearson Correlation	0,70	0,18	0,36	0,31	0,64
	Sig. (2-tailed)	0,00	0,46	0,27	0,20	0,00
	N	39	18	11	19	34
Klaipeda 2004	Pearson Correlation	0,31	0,58	0,65	0,65	0,39
	Sig. (2-tailed)	0,19	0,10	0,08	0,02	0,15
	N	19	9	8	12	15
Baltiysk, Kaliningrad '04	Pearson Correlation	(0,37)	0,82	,	,	(0,45)
	Sig. (2-tailed)	0,41	0,18	,	,	0,37
	N	7	4	3	2	6
Warnemünde, Ros. 2004	Pearson Correlation	0,79	0,79	,	0,99	0,85
	Sig. (2-tailed)	0,00	0,11	,	0,00	0,00
	N	21	5	1	5	24
Travemünde, Lüb. '04	Pearson Correlation	(0,11)	(0,08)	0,39	0,16	(0,04)
	Sig. (2-tailed)	0,40	0,68	0,18	0,46	0,76
	N	58	29	13	23	63
Kiel 2004	Pearson Correlation	0,31	0,43	(0,36)	(0,10)	0,24
	Sig. (2-tailed)	0,02	0,02	0,23	0,65	0,06
	N	58	29	13	23	63
Bremerhaven, 2004	Pearson Correlation	(0,14)	(0,26)	(0,40)	(0,25)	(0,17)
	Sig. (2-tailed)	0,30	0,17	0,17	0,25	0,19
	N	58	29	13	23	63
Hamburg 2004	Pearson Correlation	0,36	0,27	(0,14)	(0,00)	0,21
	Sig. (2-tailed)	0,01	0,15	0,66	0,99	0,10
	N	58	29	13	23	63
Amsterdam 2004	Pearson Correlation	0,04	0,01	(0,02)	0,07	(0,02)
	Sig. (2-tailed)	0,77	0,96	0,95	0,75	0,90
	N	58	29	13	23	63
Dover 2004	Pearson Correlation	0,54	(0,08)	(0,34)	(0,06)	0,23
	Sig. (2-tailed)	0,00	0,67	0,26	0,77	0,07
	N	58	29	13	23	63
Harwich 2004	Pearson Correlation	0,14	(0,19)	,	,	0,01
	Sig. (2-tailed)	0,31	0,33	,	,	0,91
	N	58	29	13	23	63
**	Correlation is significant at the 0.01 level (2-tailed).					
*	Correlation is significant at the 0.05 level (2-tailed).					
a	Cannot be computed because at least one of the variables is constant.					

Appendix D. Stockholm – Cruise liner statistics

Stockholm is not only a central port in the Baltic Sea - it also offers a spectacular approach through the archipelago, which consists of 24,000 islands, islets and skerries. Once on land, the attractive city of Stockholm, with its history stretching back to the 13th century, is surrounded just as much by water as by green areas. The city is easy to get around, and all Stockholm residents speak excellent English. Developments in recent years - including increasing numbers of cruise-passenger visits to the city and a rise in Stockholm's popularity as a "city of experiences" - have made Stockholm stand out among the cruise destinations in the Baltic Sea. Stockholm is ideal as a port of call as well as a turnaround port.

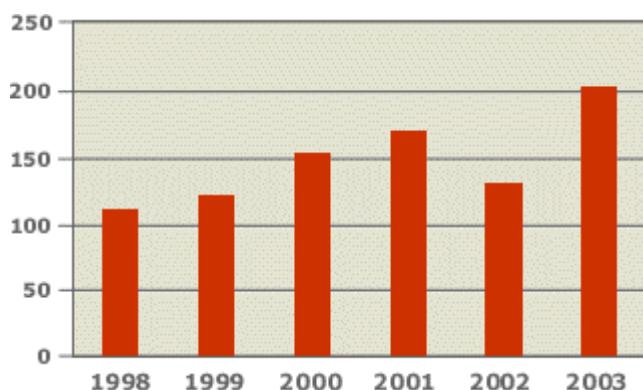
Calls

The statistics below show the number of calls during the years of 1998-2003. (Thousands of calls.)



Passengers

The statistics below show the number of passengers during the years of 1998-2003. (Thousands of passengers.)



Source: www.stockholmcruise.com/templates/standardpage____238.aspx

Shipping agents - Stockholm 2004

	Frequency	Percent
LINDHOLM CRUISE SERVICE AB	85	39%
NORDAGENT SHIPPING AB	56	26%
EUROPEAN CRUISE SERVICE	36	17%
LUNDH & CO AB IVAR	18	8%
SCANSOV AB	16	7%
PETER LYTH SHIPPING AB	7	3%
Total	218	100%

Based on: www.stockholmshamn.se/

Note: 5 calls by the ship Rhapsody booked by MSC SWEDEN AB have been left out, since Rhapsody is not coming.
Also there are a few of the other ships which have been booked, which are not coming either.

Stockholm has got a special cruise brochure.

Appendix E. Copenhagen – cruise port

www.cmport.com/

Cruise

In recent years, Port of Copenhagen has become Northern Europe's leading cruise port. With more than 200 calls every year and over 175,000 cruise passengers a growing number of people are cruising to Wonderful Copenhagen.

In close cooperation with cruise lines, authorities, tourist organisations, etc., CMP continuously develops cruise services and facilities to accommodate passengers and the increasingly big cruise liners. As a result, Copenhagen has several times been honoured with the award Northern Europe's Best Cruise Port, providing world-class service. Copenhagen is also a convenient base for cruises to the Baltic countries, St Petersburg, Helsinki, Tallinn, Riga and Stockholm or, alternatively, along the Norwegian west coast to North Cape and the midnight sun.

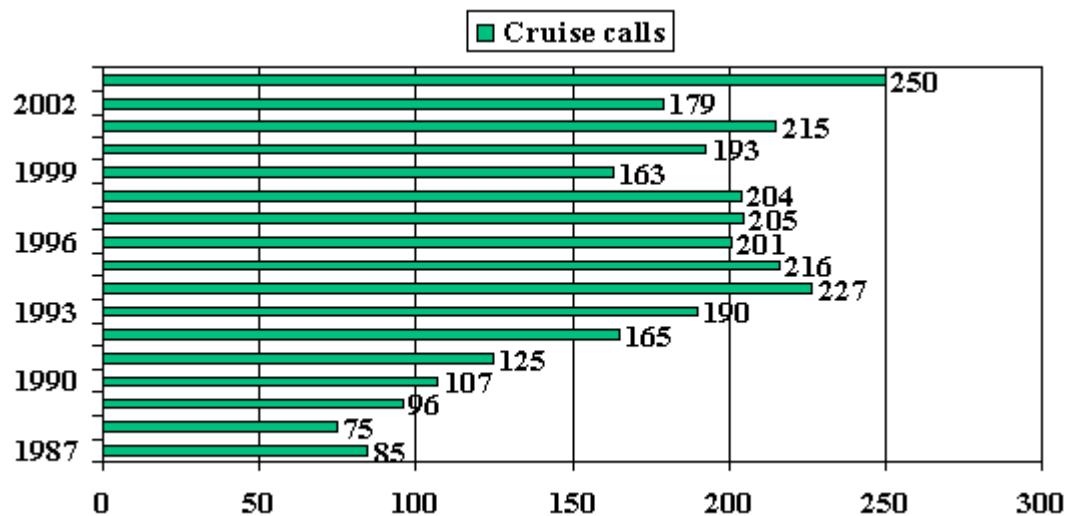
Copenhagen offers ideal port facilities and a unique location in the heart of Copenhagen with many attractions within walking distance from passenger landing.

When the pier of Langelinie is crowded, there are plenty of other choices: Quays in urban areas offering cultural and historic experiences for tourists. Berthing at the city centre for smaller ships. Berthing at the Free Port for ships requiring large enclosed areas. Berthing at the Malmö city centre for ships that wish to embrace two countries and two cultures. The opportunities are endless, like the advantages of choosing Copenhagen as your cruise base. Many cruise lines choose Copenhagen as their home port: a clean, safe and efficient port with excellent facilities within easy reach of the international airport in Kastrup.

- The main passenger landing at the pier of Langelinie is situated only 10 minutes from Copenhagen city centre and 10 minutes from Copenhagen Airport with direct non-stop worldwide air connections.
- The climate is mild from May to October.
- Splendid passenger facilities at Copenhagen Cruise Information Center by the landing.
- Copenhagen Cruise Lounge is an oasis in the city pedestrian street, Strøget, reserved for cruise passengers.
- Foreign currencies such as \$, £,EUR, SEK and NOK are accepted by most shops, taxis, hotels and restaurants.
- Most Danes have an excellent knowledge of foreign languages

In addition, CMP offers cruise lines calling at Langelinie:

- Favourable terms: cruise ships can stay for the first 7 x 24 hours at no additional harbour charges.
- Dynamic charging system: a 25% discount is granted on harbour charges after the 7th call by the shipping line.
- No tide.
- No maximum width or height.
- No compulsory pilotage/tugging.
- Direct check-in to SAS flight on board the ship.



Source: www.cmport.com/

Shipping agents - Copenhagen 2004

	Frequency	Percent	Website - shipbrokers.dk
Maersk Broker Agency K/S	148	53,4%	www.maerskbroker.com
Inchcape Shipping Services	79	28,5%	www.iss-shipping.com/
European Cruise Service AS	29	10,5%	www.europeancruise.no
Chr. Jensen A/S	8	2,9%	www.chrjensen.dk
Triship A/S	7	2,5%	www.triship.dk
Franck & Tobiesen A/S	3	1,1%	www.franck-tobiesen.dk
Lehmann Junior A/S	3	1,1%	www.lehmann-junior.dk
Total	277	100%	

Based on: www.tv.cphport.dk

Appendix F. Helsinki Cruise Port

Helsinki Cruise Port promotes Helsinki as an international cruise destination.
The members of the team are:

John Nurminen Oy (email: info@johnnurminen.com)
Oy Finnshipping Ltd. (email: agency@finnshipping.fi)
Helsinki City Tourist Bureau (email: tourist.info@hel.fi)
Long Shore Services Ltd. (email: long@lss.fi)
Next Travel Ltd. (email: info@nexttravel.fi)
Port of Helsinki
Rita Tours Ltd (email: sales@tritatours.fi)
T.R. Port Agency Ltd Ab
Transocean (email: cruise@transocean.fi)
Oy Victor Ek Ab

Source: www.hel.fi/port/english/matkustajaliikenne/risteilijavierailut/index.html

Shipping agents - Helsinki 2004

	Frequency	Percent	Website
T.r. Port Agency	58	29%	www.trshipping.fi (helsinki@trshipping.fi)
John Nurminen	54	27%	www.johnnurminen.com/
Victor Ek	42	21%	www.victorek.com/
Finnshipping	32	16%	www.finnshipping.fi
Transocean	9	4%	www.transocean.fi/
Wikeström & Krogius	7	3%	www.wikestrom.com/
Total	202	100%	

Based on: www.hel.fi/port/aluspaivakirja/mapinfo/RISTEILY.HTM

The shipping agents book the space at the port about 11 ½ months ahead of arrival, in average. For arrivals in July (2004), the agents booked the space as long as 13 months ahead of arrival, in average.

Appendix G. Rønne, Bornholm

Example of the role of the shipping agent – on Bornholm

You tend to the passengers on board - let us manage all practical matters ashore

When sending vessels on Baltic Sea cruises, don't deprive your passengers of a visit to Bornholm - the Baltic Pearl. Let us manage all your practical affairs at shore, regardless of whether you choose

to dock at Rønne Harbour's, 240 metre-long cruisevessel wharf (9 meter water depth), or whether you prefer to anchor on the road of Rønne.

There are also anchorages outside of Gudhjem, Aarsdale, Nexø and Christiansø.

We are an experienced shipbroker firm with extensive know-how in managing cruise vessel calls.

We can solve the following assignments prior to arrival or when planning your docking procedures:

- Issuing of pro forma disbursements account, pilot, tug boat and boatmen
- Information about all facilities in Rønne and on Bornholm
- Supplies of fresh water, electricity, telephone
- Clearance, provisioning, renovation, repairs
- Agreements with tug boats
- Contacts to all authorities

At in-harbour docking or anchoring on the roads, let us take care of:

- In- and out-ward clearance with authorities
- Services for captain, crew and passengers
- Contacts with physician, dentist and hospital
- Fresh water, telephone connections, banking services on board and ticket reservations in connection with crew and passenger changes
- Contact to tour-guide organizers on land
- Contact to shipping companies and agents in the next harbour

Do not deprive your passengers of a beautiful experience on Bornholm, and if you want everything to be ready and waiting when you go into port, capitalise on our experience and expertise.

Source: www.pmsship.dk/eng/cruise.htm

Destination Bornholm and cruising

The destination marketing company of Bornholm, Destination Bornholm, and the associated visitor centre work with cruising tourism in the following way:

"Internet marketing, brochure and participation in fairs in cooperation with Rønne Port and agents. In 2003 the work has been expanded with servicing of cruise ship tourists in connection with calls, when the personnel of the Welcome Centre have been present at the cruise quay. A new brochure was developed in 2003 (in three languages). Its design and content is in line with the new guidelines for communication."¹⁵

The cruise brochure for Bornholm is 16 pages and is available online in pdf.¹⁶

¹⁵ www.destinationen.dk/s3/udvikling/Temaer.asp (own translation from Danish).

¹⁶ bornholm.info/moduler/objekter/showobj.asp?id=32

Appendix H. Kalmar – cruise networks

Kalmar works closely together with other ports and destinations to promote cruising in Europe and especially in the Baltic. Kalmar Cruise Network is a local group of partners working to attract and take care of calling cruise liners.¹⁷

Kalmar Cruise Network is responsible for promoting Kalmar as a cruise destination and for welcoming and assisting the calling cruise ships. Partners in this network is:

- Port of Kalmar
- Destination Kalmar
- Kalmar Tourist Office
- Orrefors Glassworks
- Kalmar Castle
- City Centre Association
- Regional Council in Kalmar County

Swedish cruise ports are always being promoted to the cruise industry and a big success story has been the Cruise Sweden venture. This project, started in 2002, has combined the efforts of the five Swedish ports of Helsingborg, Kalmar, Visby, and Ystad along with the Swedish Travel and Tourism Council to more actively publicize Sweden as a given choice for cruising within the Baltic area.

Baltic Cruise Ports is a subgroup of ports in the Baltic, within the Cruise Europe Organization. Together we promote the Baltic by joint-activities like Baltic Receptions in Miami and Hamburg.

Cruise Europe (www.cruiseeurope.com) was founded in 1991 after a meeting between 27 European Ports, where the objective was to work co-operatively to market Northern and Western Europe in order to attract more cruise vessels to the ports in our region of the world.

What to see in Kalmar in June and September 2004, at cruise by Ocean Majesty: “Kalmar is one of southern Sweden's most delightful towns. its main attraction is perhaps the castle, set on its own tiny island. Fine interiors and a well-preserved exterior make this Scandinavia's finest Renaissance palace.”¹⁸

¹⁷ www.kalmar.se/templates/Page.aspx?id=3911

¹⁸ www.cruisecollection.com/pages/internal/frame/fr_destin.htm

Appendix I. Luleaa, Bothnian Arc

Port of Luleaa, Sweden



Port of Luleå is a public harbour which, in spite of its northerly position and thanks to excellent co-operation with modern state-run and locally operated ice-breakers, is open for shipping all the year round. The same excellent co-operation exists between the Harbour and the stevedoring company, both of whom make a common endeavour to offer our customers the best possible service.

Within the port area there are four harbour sections: the Victoria Harbour where dry goods are handled, Uddebo for liquid products, and the industrial quays of LKAB and Cementa, respectively.

The Harbour's modern installations make it possible to handle all kinds of bulk goods, as well as general cargo.

Around 530 vessels call at Port of Luleå every year, a substantial number of which have a loading capacity (deadweight capacity) of more than 70,000 tons. One of the largest vessels to have called at Luleå has a length of 266 metres, a breadth of 38 metres and a deadweight of 111,000 tons.

The annual volume of goods handled exceeds seven million tons, principally bulk goods, which confirms Luleå's position as the largest bulk goods port in Sweden and one of the five largest ports in Sweden.

Port of Luleå is reached preferably via "Sandöleden", a navigable channel that permits a maximum draught of 11.1 m. at the mean water level. Ice can normally be expected from the end of December to the end of April. There is no tide and the water is fresh, with a density of 1.0.

The port is both well prepared and well equipped for the future and can at short notice construct new quays, since the dredging and other preparations have already been carried out.

Source: www.lulea.se/hamnen/hamnen_eng/presentation.asp

Touristic information about Luleå

Welcome to Luleå



Luleå and its surrounding area has a great deal to offer you as a visitor, both summer and winter.

For those who are interested in the countryside there is an amazing archipelago to visit and also two beautiful river valleys.

A must is the world heritage site Gammelstads kyrkstad ('Old church town'), a unique location



found on UNESCO's World Heritage List.

Both children and adults are recommended to visit Teknikens Hus (Luleå Science Centre) and Friluftsmuseet Hägnan (Open-air museum, Hägnan).

Central Luleå offers a large selection of shops, restaurants as well as a vibrant cultural and entertainment scene.

If you need somewhere to stay there are plenty of hotels, guesthouses and youth hostels





and a popular campsite to choose between.

For those who are looking for something extra there are also several companies offering tailor-made experience packages for you or your group.

These pages are for those of you wanting to find something interesting to do or experience in Luleå and its surrounding area.

Welcome to Luleå!

Source: www.lulea.se/lulea/AlltomLulea/Svenska/Turism/turism_eng/default.htm

Appendix J. Kemi, Bothnian Arc

Port of Kemi, Finland

Maps of the harbours and explanations of the piers

The Ajos harbour



Harbour area

The area has five piers, including an oil pier.

Pier I

Located in the south-eastern part of the harbour, 160 m long, 10 m of trafficable depth and

equipped with a Ro-Ro ramp 30 m wide (places 1 and 2). The north-western side has a pier 190 m long, 7.7/6.7 m of trafficable depth that also has two sets of train tracks. The pier is 140 m wide. There is electricity, fresh water, and telecommunications connections available (places 3 and 4).

Pier II

The length of the pier is 283 m and the width is 70 m. The pier has two sets of train tracks and harbour cranes with a capacity for 6 tons. The pier has 8.7 m of trafficable depth. The capacity of the structures of the pier is 2-10 tons / square metre. The pier has a Ro-Ro ramp 26 m wide. There is electricity, fresh water, and telecommunications connections available (places 5,6 and 7).

Piers III and IV,

Pier III (Length 170 m) and pier IV (length 160 m) are basins. Both have 5.2 m of trafficable depth and they are used mainly for smaller tonnage. The capacity of the structures is 2.5 tons / square metre (places 8, 9 and 10).

Bonded storage, F

Ajos also has a bonded storage warehouse.

Oil harbour, O

Ajos also has an oil harbour, draught 10 m.

Veitsiluoto harbour



Harbour area

The length of the piers is approx. 810 m all together. The depth in the trafficked area is 7.0 m. Three out of 7 berths are Storo-side and there is one Storo berth.

The harbour area is modern, well lit, and fresh water and electricity are available. Under water air pipes prevent the harbour basin from freezing in winter. All the piers and the harbour area have asphalt.

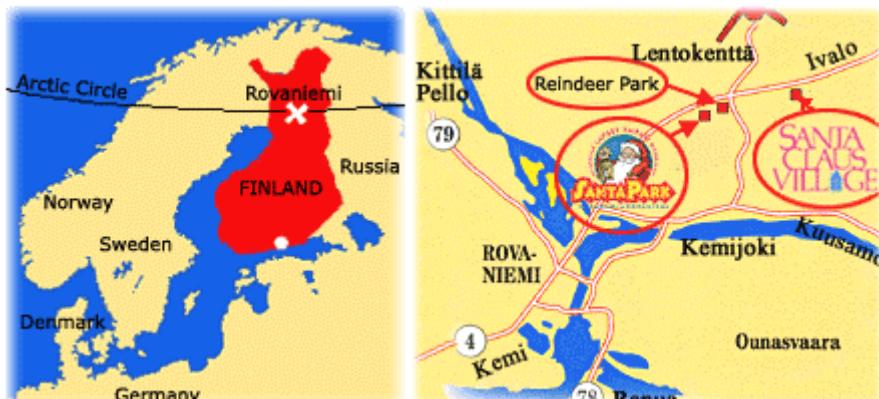
Source: www.keminsatama.fi/english/sijainti.html

Gammelstad Church Town was included in UNESCO's World Heritage List in 1996.¹⁹ For more info., see: www.lulea.se/gammelstad/english/frames.htm

¹⁹ www.lulea.se/lulea/alltomlulea/engelska/default.htm

Rovaniemi, Finland

The main attractions relatively near Kemi are Santa Claus' Village and Santapark on the Arctic Circle, in Rovaniemi.²⁰



www.santaclausvillage.info/eng/main.htm

²⁰ www.visitfinland.com/web/sum/ftbsumwwwpubuk.nsf/Region_Rovaniemi