



Bore wanted their own, tailor-made version of Flensburger's well-proven ConRo-concept, which they call Bore RoFlex.

## Bore + ConRo = RoFlex

**Hoistable car decks and a powerful main engine are characteristics of Bore's new RoFlex concept. Two vessels of this type will be delivered in 2011.**

In 2007 Bore ordered two large ro-ro vessels from the German shipyard Flensburger Schiffbau-Gesellschaft GmbH & Co. KG for the total cost of more than EUR 100 million. As many times before, Bore once again chose to go for new innovations and the latest available technology.

Senior Executive Vice President Thomas Franck of Bore explains that Bore needs ships that are possible to operate on many different trades.

"We were negotiating with shipyards in China, but when we wanted increased height on the main deck they didn't want to do any modifications to their standard design. However, Flensburger was willing to change their ConRo design, and we signed the contract with them. We decided to call our design RoFlex, in order to underline that we are not a follower using an old concept but an innovator with new ideas."

The vessels ordered from Flensburger are somewhat more expensive than the Chinese ones, but Mr Franck thinks that the higher price charged by the German shipyard will pay itself back in the long run.

"After all, the vessels may be sailing for more than 30 years and we as long-term owners think that it is better to invest a little bit more and get the latest technology."

### Car decks

The features of the RoFlex concept include hoistable and fixed car decks for the shipments of cars. Bore introduced this feature already in the early 1970's and it has made its vessels attractive on the charter market. In the newbuildings the height of the main deck will be 7.4 metres.

If the hoistable car decks are not in use, the free height allows the shipments of double stacked containers. With the car decks in use, there is still enough space below them for conventional ro-ro cargo or trailers.

Another major change to the original design was installing a Wärtsilä common rail main engine.

"The speed increased with one knot to 20 knots, and the exhaust gas emissions will be reduced by the common rail system to fulfil the new regulations coming into force in 2010", Mr Franck says.

Mann Lines will take both vessels on time charter for five years with an option for an additional five years. Today Bore has two vessels on time charter to Mann Lines, the Estraden and the Borden.

Mr Franck sees it as an advantage that Mann Lines is connected to the newbuilding process at an early stage.

"They now have the possibility to do changes in the design on the basis of their demands as the actual building of the vessels is going to start in 2010."

*We believe that operational economy and low bunker consumption will be the driving forces in the future.*

The newbuildings will provide excellent operational economy. The cargo capacity will be 1,000 lane metres larger than on the Estraden, but the bunker consumption is expected to decrease with up to 10 tons a day.

"We believe that operational economy and low bunker consumption will be the driving forces in the future", Mr Franck says.

When the newbuildings will be delivered during 2011, they will replace both the Estraden and the Borden.

"We have not decided yet where the Estraden and the Borden will be employed

after that, but one alternative to look at is to convert the Estraden into a car carrier."

### More newbuildings possible

Mr Franck does not exclude the possibility of launching another ro-ro newbuilding project, although there are no such projects going on for the moment.

"We are continuously looking into our customers' demands and we follow the supply on the market regarding both newbuildings and second-hand vessels. We have a fleet renewal program going on, in which certain vessels should be renewed within a certain time frame. As our two newbuildings are now employed for several years, it would be easier to start other new projects."

He believes that the demand for modern and efficient ro-ro vessels will continue or even grow.

"Compared with the number of other types of vessels on order in the world, there are very few newbuilding contracts for ro-ro vessels. Ro-ro is a narrow niche but we strongly believe in the concept. On the other hand, ordering a newbuilding is a big decision. Before a contract could be signed it is necessary to explore long-term employment possibilities for the vessel", Mr Franck concludes.

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