

Dear customer,

Starting from January 1, 2015 the new environmental regulation „IMO Marpol Annex VI“ comes into force. This provision applies to all ships in the North Sea, Baltic Sea region as well as the English Channel. Starting from 01 January 2015, all cruise lines are obliged to reduce the sulfur emission from 1% to 0,1%

In order to fulfill this provision, the cruise lines have three possibilities:-

- Using lighter fuel which in return means significantly more expensive fuel.
- Addition of exhaust purification plants (“Scrubber”) in the chimneys.
- Purchase of new vessels which are operated with alternative fuels such as methanol or LNG

Whatever the solution for fulfilling this obligation will look like, sure is hence a significant cost increase for all the transports in the related region.

Increased transport costs are the result.

As part of the price calculation for next year, we must take into account the increase in the costs associated with this new provision.

Many cruise lines will, at least in the beginning, decide to use fuel with lower Sulfur. This ships diesel is similar to the diesel used in the car industry. As a consequence, the demand for this fuel will increase significantly, which is likely to lead to a price increase for the diesel in road transport.

We will come back to you with more detailed information after analyzing the impact of this development on our price

For more information about Marpol Annex: [www.trafa.se](http://www.trafa.se)

If you have any questions, please do not hesitate to contact us: [www.bjtrucks.com](http://www.bjtrucks.com)

Kind regards

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