



New Ways

Nº 2 2021



Just in time – an important focal point for Captain Cathrine

Ballast water treatment
preserves biodiversity

Smooth hulls – an
investment in sustainability

New terminal with
room to grow

Lifelong learning

We live in exciting times of great change, the effects of which have been both expected and unexpected. When the pandemic reached Europe, it first appeared likely that it would cause an economic crisis comparable to the 2008 financial crisis and, initially at least, there were similarities. Gradually, however, the situation changed quite significantly.

For our part, there was a major setback when SCA was forced to cease production of publication paper, which accounted for around 20% of SCA Logistics' turnover. A programme was quickly launched to adapt the organisation to these new conditions. We were forced to expend considerable energy in dealing with this situation and we prepared ourselves for a very tough period of low demand. Thanks to massive support packages in Europe and North America, however, the economy bounced back strongly, creating a lack of capacity within many product areas. Strong growth in e-commerce and an increase in the renovation and refurbishment of properties created demand for products such as sawn timber and kraftliner. The fibre market also rallied, with demand for pulp and recycled fibre going through the roof. This pattern was repeated in a number of sectors, which taken together created a global shortage of capacity in container shipping.

So, having prepared ourselves for an economic crisis – with reduced demand, overcapacity and slow recovery – we suddenly found ourselves caught in an unprecedented upturn, both within various product areas and in shipping capacity.

SCA is currently making major investments in increasing capacity in kraftliner, pulp and sawn timber products, as well as infrastructure projects to increase capacity in our ports in Umeå and Sundsvall.

At the same time as dealing with all of these major changes and capacity shortages, the pandemic has led to many people working from home, unable to travel and meet one another to solve our various problems and negotiate agreements.

Having worked in logistics for over 25 years, one might have expected to have experienced most scenarios by now, but this period goes to show that there is always something new to learn.

I personally have been reminded that, generally speaking, every crisis is unique and that one should avoid preconceived notions about how they will finally play out. Nor should one jump to any conclusions about how quickly or slowly things will develop.

The pace and extent of the changes we have witnessed make it desirable to meet with one's counterparts in person to discuss solutions; however, the fact is that with modern technological capabilities, most issues can be dealt with remotely. While this may feel unfamiliar and not always as satisfactory, despite everything it does work!

So, one can only attest to the fact that we are still learning new things and new ways to deal with change.

In closing, I would like to take this opportunity to thank all of our customers, suppliers and, last but by no means least, our personnel, for their support and constructive attitude. Together, we can deal with pretty much anything!

Magnus Svensson
President SCA Sourcing
and Logistics



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Remote surveys secure cargo handling

Fire protection, perimeter security and preparedness for natural disasters, these are just some of the parameters SCA Logistics inspects at all terminals the company collaborates with. "At the moment, the pandemic is preventing us from travelling to terminals, instead we are carefully monitoring the situation using remote surveys," says SCA Logistics Risk Manager Roger Sävåker, whose brief extends to cargoes, vessels and transport.

Text: Kerstin Olofsson. **Photo:** Linda Snell, AdobeStock.

The cargo that SCA Logistics delivers must be in good condition when it arrives.

"We work very actively to minimise risks and reduce the level of damage in transit to the absolute minimum. Cargoes should be in safe hands both during shipping itself and when handled and stored at terminals. Good preventive work is a prerequisite for minimising risks and I would normally visit all of our terminals on a regular basis together with a risk engineer from our insurers," says Roger.

Sprinklers and natural disasters

During visits, equipment such as sprinkler systems and intruder alarms will be inspected and checks will be made to ensure that procedures are in place for fire drills and that the terminal regularly inspects electrical equipment. Security procedures for traffic inside the terminal will also be inspected. Checks will also be carried out to ensure that the terminal is conducting regular risk assessments of flooding and other natural disasters.

"The emphasis is very much on ensuring that our customers' goods are stored and handled in the best possible way and that this is documented. And if we see any room for improvement, we make sure that this is done quickly," says Roger.

Now that the pandemic has made terminal visits impossible, terminal staff instead complete surveys with questions about security. They are also asked to send photographs showing things such as fire protection equipment.

Thorough review

"Once we get the questionnaires back, we conduct a thorough review. Although in most cases we are able to

confirm that everything looks fine, we do occasionally find things that need to be addressed. While these are generally minor issues, sometimes even small things can make a big difference," observes Roger, who continues:

"For example, we might point out that a fire hydrant should be marked more clearly. When an accident does occur and fire breaks out, it can be crucial that personnel are able to quickly find the fire hydrant, so they can extinguish the fire before it spreads and destroys large quantities of goods or causes injuries to people."



"Our customers can rest assured that our service and quality maintain the same high level as usual."

Roger Sävåker

Risk Manager responsible for goods, vessel and transport
SCA Logistics

The same high level of quality

Roger is pleased with the current setup and finds that remote surveys provide a good picture of safety work at terminals.

"Our customers can rest assured that our service and quality maintain the same high level as usual, even if the pandemic has forced us to temporarily adapt our procedures," he concludes.

Just in time

— an important focal point for Captain Cathrine

“Maneuvering to berth is a major challenge and an important part of the captain’s job. Ideally, it should be quick, smooth and safe.” So says Cathrine Essén, new master of the M/V SCA Ortviken. Like most of the crew, she spends weeks at a time aboard the vessel and considers it her second home.

Text: Kerstin Olofsson. **Photo:** Linnea Kristensson.

Since graduating from maritime academy in 2011, Cathrine has sailed on all of SCA’s RoRo vessels and held a number of positions. In May, she was appointed permanent captain of M/V SCA Ortviken, meaning that she bears the ultimate responsibility for everything on board, crew and cargo alike. Ensuring that the vessel remains on schedule is one very important duty.

“This is a just-in-time business. We have our fixed route and we should always remain on schedule. Aside from sailing safely and securely, our main task is to ensure that customers receive their goods on time. At the same time, we also aim to operate as fuel-efficiently as possible. We reduce speed to benefit the environment and economy, if weather and schedule allows it. One of the important things here is to keep an eye on the weather forecast, so we can make the right decision,” she says.

Challenged by the currents and winds

As captain, it is Cathrine who decides how fast the vessel should sail. That being said, she rarely operates the ship personally, as this is the job of the second mate and chief mate; however, as the vessel approaches the quay, it is she who takes the helm.

“Like most captains, I find this a very enjoyable part of the job. Manoeuvring a vessel this large is a challenge and no two moorings are the same, but once you’ve got to grips with the forces at work, it is generally relatively easy, even if strong winds can complicate matters considerably at times,” says Cathrine.

Each port has very different and shifting conditions and Sheerness in the United Kingdom is one of the trickiest as there is almost always a strong tide.

“It can be a matter of two knots to push the vessel one way or the other but over time you get the hang of it.”

There is never any question of taking risks. If conditions are difficult with strong winds, a pilot and tug are always employed to help pull or push the vessel into berth safely and securely.

Cathrine does not spend much time on the bridge while the vessel is on the high seas.

“No, as captain I have a great deal of coordination and administration to deal with. I spend a lot of time in front of the computer maintaining contact with the authorities, ordering inspections, dealing with certificates, crew scheduling and much more.”

Well maintained

Cathrine confirms that SCA’s three sister vessels M/V SCA Ortviken, M/V SCA Östrand and M/V SCA Obbola are pleasant to work on.

“They are relatively simple to manoeuvre as they have plenty of

engine power, good rudders and thrusters, but they are also pleasant in general. They may have a few miles on the clock, but they are well maintained so they are nice and fresh, which is important considering how much time the crew spends on board. The ship is our second home.”

Cathrine generally works for between three and six weeks and then has same amount of time off.

“It’s a very special way of life but it suits me perfectly. When I’m on board, it’s Monday all week, as we work every day, but the schedule is well planned so one doesn’t get too tired. And once I get home, I’m completely free and have time to get a great deal done,” she says and continues:

“I enjoy life on board. We’re a team that goes about our task in the best possible manner and that’s what attracts me.

“Aside from sailing safely and securely, our main task is to ensure that customers receive their goods on time.”

Cathrine Essén
Master M/V SCA Ortviken



Cathrine Essén

Current role: Captain of the M/V SCA Ortviken.

Background: Schooner sailing, voluntary work in Colombia and medical technology in Spain.

Education: Medical technology management and then Kalmar Maritime Academy.

Lives: Flat in Stockholm.

Interests: Padel, skiing, boardgames, masquerade, travel and member of She Captain and the Women's International Shipping & Trading Association (WISTA).

Ship Management

The ship management of M/V SCA Ortviken is provided by Admare Ship Management AB, who provide both ship and technical management and also a full crew management service.



Cathrine Essén,
master of M/V SCA Ortviken.

“It’s a real luxury to have everything served up. When I get home, there’s always a period of adjustment when I realise that I have to cook for myself again.”

Cathrine Essén
Master M/V SCA Ortviken

She has no need to spend time cooking as there is a chef on board.

“It’s a real luxury to have everything served up. When I get home, there’s always a period of adjustment when I realise that I have to cook for myself again,” says Catherine.

She is looking forward to barbecue evenings on deck during the summer.

“During the winter, we spend most of our time on board indoors but in the summer we can sit outside and eat when the weather is fine. Barbeques are very much appreciated.”

Inspiring more women

Women are in a distinct minority at sea; for example, only 9% of the Swedish Maritime Officers’ Association’s active members are women. Cathrine is the first woman to captain one of SCA’s RoRo vessels. She believes that the gender imbalance is largely the result of an antiquated image of life at sea.

“It was rougher before, both the physical labour itself and the jargon, but now it works splendidly to be a woman on board. On the M/V SCA Ortviken, we have both a female chief mate and a female able seaman. Even if we are still some way from achieving a gender balance, I believe that having at least a certain mix is good for group dynamics,” she says, and continues:

“Hopefully, the more women we are and the more visible we are, the more women will take the leap and set their sights on a life at sea. I’m proud to be the first female captain in the SCA fleet and look forward to working with the highly professional crew of the M/V SCA Ortviken.



We have a great crew and that’s incredibly important. You need to be able to rely on each other and trust in one another’s skills.”

Gym and badminton court

There is a crew of 12 on board and, according to Cathrine, they are like a family. As well as working together, they also eat, work out and do much else together while on board. The vessel is equipped with both a gym and badminton court, where Cathrine and many of her shipmates spend a lot of their free time.

“Apart from that, I read books, watch films or sit in the dayroom and socialise,” says Cathrine.



Cathrine Essén, captain of the M/V SCA Ortviken, enjoys life on board. “It’s like a small floating community. I like the fact that we’re a team that goes about solving a task together in the best possible manner.”

From left to right: Chief Officer Johnny Henriksson, 2nd Officer Jonas Nilsson and captain Cathrine Essén.

Consolidation provides flexibility and increases efficiency

SCA Logistics' Sundsvall Terminal benefits from existing infrastructure as SCA gathers all production volume at the terminal.

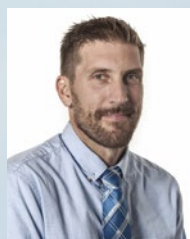
Text: Håkan Norberg. **Photo:** Linda Snell, SCA.

There are warehouses in which both lorries and trains can be loaded under cover and the site is already staffed 24/7 and fully equipped with forklifts for loading and unloading. The decommissioning of paper manufacturing at the Örtviken paper mill has opened up new opportunities for handling pulp from the Östrand pulp mill.

"This infrastructure provides excellent conditions for increasing the efficiency and quality of pulp handling. And we are in a position to receive the increased capacity from Östrand over recent years," says Terminal Manager Peter Gyllroth.

The existing 10,000 square-metre warehouse in Sundsvall, which was previously used for paper rolls, will take over the handling of some 130,000 tonnes of pulp from the Timrå Terminal. This will provide a smoother flow, as all pulp will now go to the same terminal.

"Storing everything in the same location will also make us more flexible. It means, for example, that we can shift between modes of transport," says Peter.



"Storing everything in the same location will also make us more flexible."

Peter Gyllroth
Terminal Manager
SCA Logistics Sundsvall

From the Sundsvall Terminal, goods can be transported by road and rail or by sea on breakbulk, container or RoRo vessels.

Thanks to these opportunities – together with the establishment of Renewcell and SCA's investment in the new factory to manufacture chemi-thermomechanical pulp (CTMP), which is being built alongside the terminal in Sundsvall – Peter is optimistic about the future of the terminal.

"We have excellent conditions for our business here," he says.



Logistical obstacles

The global container market has been constantly expanding since the 1980s to reach today's annual volume of 800 million twenty-foot equivalent units (TEUs). However, the pandemic, trade wars and the grounding of the Ever Given in the Suez Canal have highlighted a number of knotty problems that need to be unravelled.

Text: Mats Wigardt. **Photo:** AdobeStock, Linda Snell.

Christopher Pålsson of Lloyd's List Intelligence in Gothenburg can call on the company's almost three centuries of risk assessments, maritime statistics and marine operations as he considers recent disruptions to the global container market.

Since 1734, when a small note containing details of vessels' arrival and departure times was nailed to the wall of Edward Lloyd's Coffee House in London, Lloyd's has conveyed information about vessels, routes and ports from across the world.

Today, Lloyd's List Intelligence offers analysis and statistics that make it easier for shipping all over the world to navigate the challenges presented by increasingly globalised trade, including the development of container traffic from 1980 onwards. Since these practical metal containers first made their mark on shipping, their use has grown exponentially.

"The container fleet has quickly grown in significance, with more and larger vessels," confirms Pålsson. "In 1980, there were 800 vessels loading containers, while today there are 5,300 container vessels operating. At the same time, as the vessels have increased in size shipping capacity has increased 24 times."



"I see a return to holding larger stocks as shipping purchasers realise the consequences of vital components not arriving on time."

Christopher Pålsson
Lloyd's List Intelligence

Globalisation a key factor

According to Pålsson, the reason for this rapid development is a combination of globalisation, with increased world trade, and that more categories of goods, from large to small, are now packed in containers.

"When China opened up in 2001 and joined the WTO it was a vital shot in the arm for world trade as a whole," says Pålsson.

This development has been accelerated by changing production processes, with smaller warehouses and just-in-time inventory being shipped between continents. Containers are easy to handle and, thus far at least, relatively cheap to use.

Since the turn of the millennium, the volume of containers handled in the world's ports has increased from 240 million TEUs to almost 800 million TEUs.

"This has of course had a major impact on infrastructure and logistics, demanding new and upgraded shipping lanes and ports with larger cranes and more space for storing containers," says Pålsson.

A robust and efficient flow of goods

Pålsson also affirms that, on the whole, the flow of containers through the world's ports has remained in balance and worked well. Containers with industrial goods and consumer products have been unloaded and emptied, leaving empty containers available to be filled with new products; shipping costs have been low and the flow robust, efficient and well thought out.

That said, over the past year it has become readily apparent that the system is sensitive to disruption.

"As the coronavirus sent China into a six to seven week lockdown during spring 2020, the flow of goods from the country ground to a halt. By the time the country opened again and began shipping, it was time for the United States and Europe to shut down."

As Pålsson explains, it was then that problems loomed. Shortages of containers where they were needed pushed up

prices and disrupted the entire flow. The result was gridlock: goods piled up in China with not enough containers to load them onto, while on the west coast of the US there were stacks of containers with no goods. Meanwhile, in Europe there were no containers at all.

The trade war between the US and China and the problems caused by the grounding in the Suez Canal have also had a major impact on both delivery reliability and prices.

“Northern Europe is one area hit hard by the disruptions, especially the forestry industry in Sweden and Finland, which has experienced delays in shipments of goods to Japan and the Middle East,” says Pålsson.

He does however believe that the market is gradually extricating itself from the difficult situation it finds itself in. The bottlenecks in the system will ease, even if it won’t

happen overnight. The benefits of containers are far too great to be relinquished, even if the situation is likely to continue to be affected by changes in purchasing behaviour and the increased consumption of gadgets during the pandemic.

Above all, Pålsson believes that the aftermath of difficulties experienced during 2020 and 2021 will lead to a gradual interrogation of the supply chain we have become accustomed to. The vulnerability of the system has been thrown into sharp relief by the grounding of the Ever Given in the Suez Canal. The pandemic underlines the importance of planning for the unthinkable.

“I see a return to holding larger stocks as shipping purchasers realise the consequences of vital components not arriving on time,” he concludes.

Since the turn of the millennium, the volume of containers handled in the world’s ports has increased from 240 million TEUs to almost 800 million TEUs.





New terminal with room to grow

When SCA Logistics leaves Sheerness in the new year for new facilities upstream at Tilbury, we will be returning to a port that has been the hub of SCA traffic for almost 50 years. The intention is to be able to offer faster distribution while maintaining the same high level of service.

Text: Mats Wigardt. **Photo:** AdobeStock, Linda Snell.

Located at the point where the Thames narrows and becomes increasingly winding, the Port of Tilbury is on the site of a sixteenth-century fort built to repel any invaders intent on conquering London.

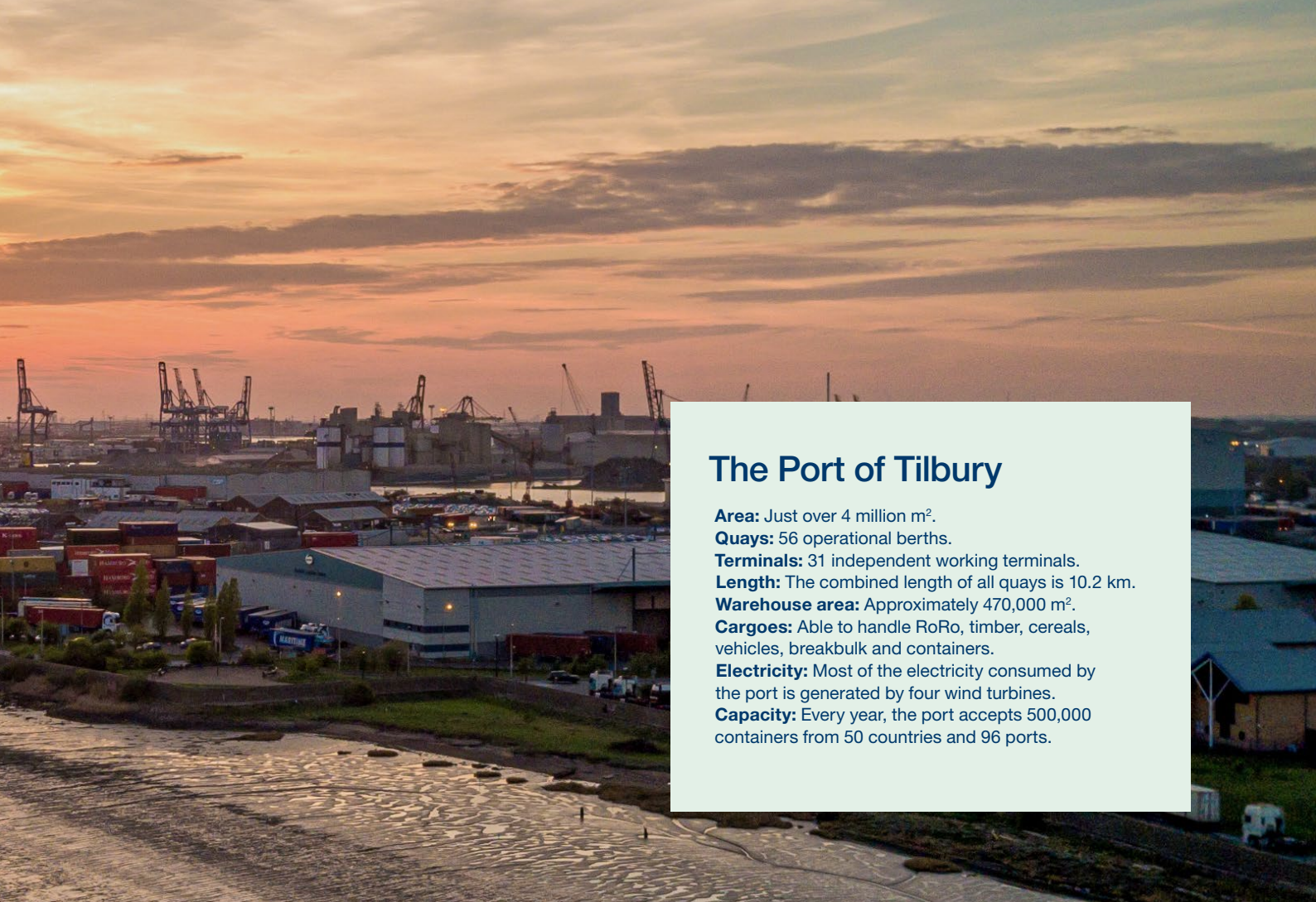
Much later, Tilbury would become one of Britain's most important ports and the closest to London. Today, the port handles forest products, as well as vehicles and container traffic, with an annual throughput of 16 million tonnes.

SCA Logistics first established itself at the Port of Tilbury in 1967, when the company operated its own forklifts, cranes

and warehouses and employed its own personnel to run the terminal.

In 2015, after almost 50 years, SCA Logistics left the Port of Tilbury in favour of Sheerness further downstream on the Thames Estuary, closer to the North Sea and less affected by tides, although further from the vital UK motorway network.

"Paper volumes had decreased and the cost situation was strained after Tilbury became the gateway port for the economic boom precipitated by the London Olympics,"



The Port of Tilbury

Area: Just over 4 million m².

Quays: 56 operational berths.

Terminals: 31 independent working terminals.

Length: The combined length of all quays is 10.2 km.

Warehouse area: Approximately 470,000 m².

Cargoes: Able to handle RoRo, timber, cereals, vehicles, breakbulk and containers.

Electricity: Most of the electricity consumed by the port is generated by four wind turbines.

Capacity: Every year, the port accepts 500,000 containers from 50 countries and 96 ports.

explains Steve Harley, Managing Director of SCA Logistics' UK terminal.

In Sheerness, the company entered into a service agreement with the port to handle the approximately 300,000 tonnes of cargo being distributed to customers all over the UK.

SCA Logistics will be returning to Tilbury shortly after New Year 2022, now with the same service arrangements as in Sheerness, using port staff and spacious and high quality warehousing.

"A number of factors have determined our choice of port for a new terminal," says Steve, "including the peace of mind of already knowing those we will be working with."

He also underlines the high level of quality Tilbury offers in terms of cargo handling and warehousing, as well as a well-developed digital information flow and room to grow, not least when it comes to cargo to Sweden.



"This is an artery that offers more secure and shorter road shipments and improved service for our customers."

Steve Harley
Managing Director
SCA Logistics UK

However, perhaps the most important factor is the change to the customer base in the UK due to the end of publication paper manufacture in Ortviken, which has shifted the balance of deliveries from the terminal northwards, making Tilbury on the north bank of the Thames a better location from a purely geographical point of view.

"Tilbury is only 10 minutes away from the M25 [London Orbital Motorway], which connects with every other major road throughout the UK," Steve explains. "This is an artery that offers more secure and shorter road shipments and improved service for our customers."

Magnus Svensson, President of SCA Logistics, confirms that, now several UK destinations have been eliminated, Tilbury was the obvious choice for achieving the desired cost-effectiveness and competitiveness once the economy begins to recover.

"Shorter distances by road, better access to lorries, a higher level of service," he summarises, "and perhaps somewhat more satisfied customers."

The contract with the Port of Tilbury comes into force on the 21 January 2022 and Steve expects the first RoRo vessel to call on the 22 January. The plan is to use the same vessel to move the remaining cargo in Sheerness to Tilbury during that weekend and this means that systems must be integrated in good time:

"A challenge", as Steve attests, "but we have done it before going in the opposite direction so I'm sure we'll manage."

SCA Logistics Timeline, Part 2: Railway transports

Trainspotting

Since its infancy in the mid-nineteenth century, the railway has played a vital role in Sweden's industrialisation and exploitation of raw materials such as ore and timber. For SCA and SCA Logistics, the railways have contributed to the efficient transport of both raw materials and finished products.

Text: Mats Wigardt. **Illustration:** SCA. **Photo:** SCA Bildarkiv.

1960s

As the decommissioning of northern Sweden's rafting routes gathers pace, so the railways increase in importance for transporting timber to coastal industries. New transport systems are built up and for long stretches timber trains replace the old rafts of logs.

1887

Loke is a small steam locomotive with a maximum speed of 20 km/h, procured to haul loads on the line between the Galtström Ironworks – the cradle of SCA – and the harbour at Prästviken. Until now, loads have been drawn by horses.



1967

SCA begins transporting kraftliner by rail from the mills in Munksund and Obbola to the port in Holmsund, just outside Umeå. Initially, open wagons are used, leaving the unprotected paper rolls exposed to the whims of the weather.



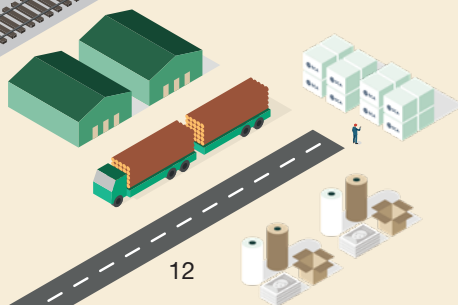
1987

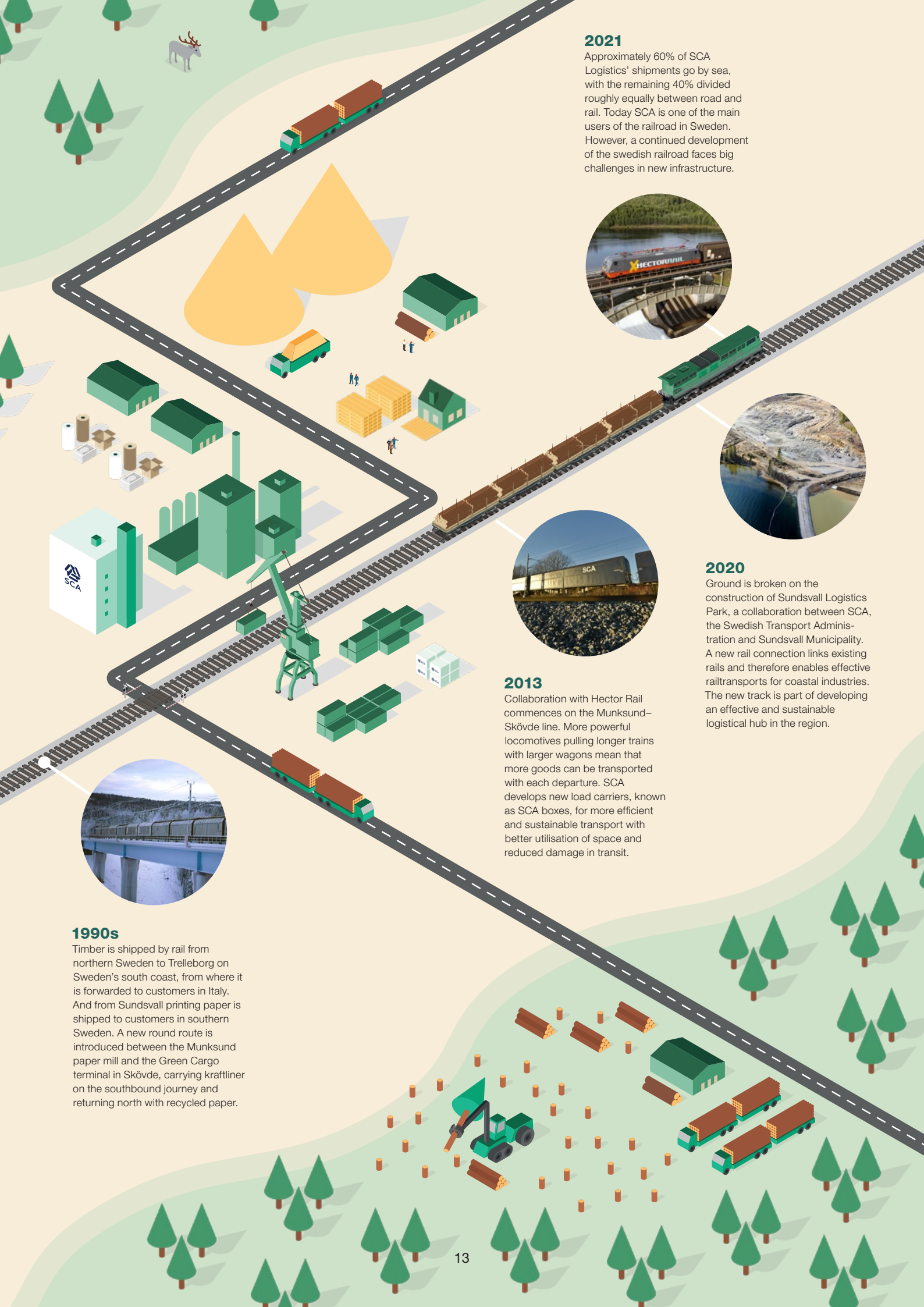
SCA Shipping, SJ and Firma A Diehl jointly develop a new type of railway wagon with a standard undercarriage equipped with protective bodywork of a type previously only used on lorries.



1968

The industries in Sundsvall also use the railway for vital internal shipments. An industrial line is opened between SCA's mills and the newly constructed cargo terminal in Tunadal.





2021

Approximately 60% of SCA Logistics' shipments go by sea, with the remaining 40% divided roughly equally between road and rail. Today SCA is one of the main users of the railroad in Sweden. However, a continued development of the Swedish railroad faces big challenges in new infrastructure.



2020

Ground is broken on the construction of Sundsvall Logistics Park, a collaboration between SCA, the Swedish Transport Administration and Sundsvall Municipality. A new rail connection links existing rails and therefore enables effective rail transports for coastal industries. The new track is part of developing an effective and sustainable logistical hub in the region.

2013

Collaboration with Hector Rail commences on the Munksund–Skövde line. More powerful locomotives pulling longer trains with larger wagons mean that more goods can be transported with each departure. SCA develops new load carriers, known as SCA boxes, for more efficient and sustainable transport with better utilisation of space and reduced damage in transit.



1990s

Timber is shipped by rail from northern Sweden to Trelleborg on Sweden's south coast, from where it is forwarded to customers in Italy. And from Sundsvall printing paper is shipped to customers in southern Sweden. A new round route is introduced between the Munksund paper mill and the Green Cargo terminal in Skövde, carrying kraftliner on the southbound journey and returning north with recycled paper.

Ballast water treatment preserves biodiversity

When a vessel empties its ballast water tanks, there is a risk of spreading bacteria, microbes and small aquatic animals in areas where they do not belong. This can cause major disruption to local ecosystems. “During the year, we will be investing in environmentally friendly ballast water treatment systems for all of our RoRo vessels. This is a vital contribution to the environment,” says SCA Logistics’ Head of Forwarding Ellenor Nordborg.

Text: Kerstin Olofsson. **Photo:** Linda Snell, AdobeStock.

Ballast water is needed to regulate the vessel’s buoyancy and keep it stable; however, ballast tanks are often emptied far from where they were filled, something that can have far-reaching consequences. Anything from fish and mussels to bacteria and other small organisms may be discharged with the ballast water, causing problems for local aquatic flora and fauna.

“Treating the water before it’s discharged is a crucial issue for biodiversity. We have already installed a water treatment system on M/V SCA Östrand. The treatment system will be installed on M/V SCA Obbola and M/V SCA Ortviolen when the vessels visit the shipyard in July and September respectively,” says Ellenor.

Environmentally friendly method

There are several methods for treating ballast water, including chemicals, ozone or ultraviolet light.

“We have chosen ultraviolet light, as this is a very environmentally friendly method,” says Ellenor.

The water first passes through a mechanical filter and then cylinders with UV lamps, both when pumped on board and when discharged.

“Fish, mussels and other large animals are caught in the filter, while the ultraviolet light kills viruses, bacteria and other small organisms. One major advantage of this method is that it doesn’t use any chemicals or other additives,” says Henrik Karle, Managing Director of AdMare Ship Management AB, the company that manages the operation and technical maintenance of SCA’s RoRo fleet.

High-speed system

SCA has chosen to install a very powerful system to ensure that treatment does not delay the loading and unloading of vessels.

“Ballast water needs to be pumped in and out while you are loading and unloading cargo to keep the vessel stable, maintain the integrity of the hull and to keep the ramp in a good position relative to the quay,” explains Karle, who continues:

“SCA’s vessels are loaded and unloaded very quickly, often with several thousand tonnes of cargo. This means that large quantities of ballast water need to be pumped out or in at high speed, so it’s important that the water treatment system can keep up with the pace. To handle this, two treatment systems are being installed on each vessel. Each system has a capacity of 1,000 cubic metres per hour, which is an enormous amount.”

Investing in biodiversity

The UN International Maritime Organization (IMO) adopted the International Convention for the Control and Management of Ships’ Ballast Water and Sediments (BWM Convention) in 2004. The BWM Convention applies to all vessels trafficking international waters and that use ballast water.

“While this means that a large number of vessels worldwide need to be equipped with a treatment system, the timetable for installation varies considerably. This is governed by the age of the vessel and its position in the classification cycle,” says Karle.

SCA takes a positive view of the convention and the new directives.

“Organisms that spread from their natural range of distribution to new locations present one of the greatest global threats to biodiversity. Water treatment is a large but vital investment in preventing this from happening,” concludes Ellenor.



“Treating the water before it’s discharged is a crucial issue for biodiversity.”

Ellenor Nordborg
Head of Forwarding SCA Logistics

Smooth hulls — an investment in sustainability

Hull blasting, new hard coating and shorter intervals between hull brushing will reduce the fuel consumption and exhaust emissions of SCA's three RoRo vessels. "A really smooth surface makes the vessel more energy efficient, making it a very good sustainability investment," says Magnus Svensson, President of SCA Logistics.

Text: Kerstin Olofsson. **Photo:** Admare/Jonas Eriksson.

M/V SCA Östrand has already been in dock, M/V SCA Obbola will be there soon, while the third, M/V SCA Ortviken, will be visiting in September. The hull is one of the most extensive measures implemented. After blasting, a hard coating is applied in a material that remains durable even when the vessel is operating in icy seas.

"This is a sustainability investment that will benefit both the environment and the competitiveness of our vessels."

Magnus Svensson
President SCA Logistics

A smooth and fine surface

Algal growth on the hull is something that demands constant attention. While this is initially a thin film that can easily be removed with a brush, the algae will grow relatively quickly, damaging the paint.

"We have successively touched up the paint on damaged areas but over time the hull becomes slightly rough and now the time has come to blast the entire hull and apply a new coating to get a really smooth and fine surface," says Magnus.

SCA Logistics will also be reducing the intervals between hull brushing, so that the hulls will remain smooth for longer.

"During the summer season, when the vessels are in dock, the hulls are brushed regularly. We will now be brushing them six to eight times per season, rather than three or four as we have done previously. This will remove most of the algae layer before it can cause any damage," says Magnus.

Environmentally beneficial

A smooth hull is crucial to reducing water resistance, thus making the vessel more energy efficient.

"We estimate that emissions will be reduced by approximately eight per cent," says Magnus, who goes on:

"This is a sustainability investment that will benefit both the environment and the competitiveness of our vessels, as they will be more cost effective. And the more cost-effective the shipping solutions we offer, the more people will choose to deliver by sea, which is highly positive for the environment and climate."

Sprucing up the vessels

As well as blasting the hulls, many other maintenance measures will also be implemented.

"We will also be checking the steering system and generally sprucing up the vessels, including extensive repainting on board," says Magnus.

Another major investment is the installation of a new system for purifying ballast water (see article on page 14). The work, which will take around 10 days to complete, will be carried out at the shipyard in Landskrona.



M/V SCA Östrand in dock earlier this year.



"I know how important it is to have a logistics partner one can have confidence in. To be able to trust that the cargo will arrive on time and that the partner will take good care of it during shipping," says Tomas Andersson, Sales Manager at SCA Logistics, who loves outdoor activities like mountain biking which is a favourite pastime.

Tomas and his team are sharpening SCA Logistics' services

Tomas Andersson joined SCA Logistics as Sales Manager in June. He and his team will be developing customer service and building up new cargo flows.

"I've been a customer of SCA Logistics myself for the past 15 years and know how important trust, punctuality and cost effectiveness are when it comes to logistics. I intend to draw on this experience in my new job," says Tomas.

Text: Kerstin Olofsson. **Photo:** Linda Snell.

Tomas previously worked for SCA as Nordic Sales Director for publication paper. Each week, large volumes of paper needed to be delivered to customers and, naturally, SCA Logistics dealt with shipments.

"For me, the most important thing was always trust. That I had confidence that the paper would arrive on time and that our logistics partner would take good care of the cargo during transport and handling," says Tomas.

Assured timetables

Tomas considered the fact that SCA Logistics RoRo vessels ran to a timetable to be a major advantage.

"As a customer, for example, I knew that a vessel would dock at Malmö each Sunday, every week all year round. During my 15 years as a customer, the vessel failed to arrive on schedule only twice, and then in extreme weather."

Another source of assurance was that SCA Logistics secured delivery with several modes of transport, so that cargoes could be delivered to customers even in the event of strikes, snowstorms or any other obstacles that might arise.

"The ability to offer a mixture of logistics solutions is definitely an advantage," confirms Tomas.

As a customer, cost-effectiveness is obviously another important parameter.

"This is where size makes a difference. Large vessels equal lower costs and reduced emissions per transported tonne, which makes them an important factor for the environment."

Developing long-term solutions

Tomas is now taking all of his experience as a logistics customer into his new position, in which he will be further sharpen SCA Logistics' services. Together with three

"The more you understand the customer, the more ideas you will be able to come up with that benefit their business."

Tomas Andersson
Sales Manager, SCA Logistics

Tomas Andersson

Current role: Sales Manager at SCA Logistics.

Background: Nordic Sales Director at SCA Publication Paper.

Education: Process training and higher education in the pulp, paper and graphics industry.

Lives: In a villa in Bergeforsen just north of Sundsvall.

Family: Live-apart partner and 17-year-old daughter.

Interests: Hill and mountain walking, mountain biking, travel, DIY and gardening.



"I love the outdoor life",
says avid mountain biker
Tomas Andersson.



"For me, the most important thing was always trust. That I had confidence that the paper would arrive on time and that our logistics partner would take good care of the cargo during transport and handling."

Tomas Andersson
Sales Manager, SCA Logistics



colleagues, he constitutes the sales department for SCA Logistics' customers. Tomas and his team deal with everything from RoRo to tank, bulk and project cargoes.

"My position is entirely new. The many ongoing investments in northern Sweden are increasing demand for transport," says Tomas.

He is looking forward to building his team and is keen to stress the importance of creating team spirit, not only within SCA but also in the important collaboration with customers.

"Relationships are always important if one is to achieve the best possible results together. I have never considered myself a salesperson, but rather someone tasked with building long-term solutions that benefit both parties."

To succeed in this, one must be genuinely interested in understanding the customer, their business and needs.

"The more you understand the customer, the more ideas you will be able to come up with that benefit their business. Curiosity, commitment and creativity are crucial to identifying the optimal offer," says Tomas.

Gearing up for the future

An exciting future awaits SCA Logistics. SCA is extending the Port of Sundsvall so that it can cope with larger volumes of container freight and serve larger vessels, both container and breakbulk. In addition, Sundsvall Municipality is building a combi terminal and the Swedish Transport Administration is upgrading rail links to the Port of Sundsvall.

"All of this will provide Sundsvall with fantastic infrastructure, making it a modern and important hub for land and maritime transportation, both for imports and exports," says Tomas.

At the same time, major investments are also being made in the Port of Umeå, thanks to which SCA Logistics will be able to offer customers larger marshalling areas, more warehousing and service for more hours of the day.

"The investments being made in Sundsvall and Umeå will benefit industry in a large part of northern Sweden. Here at SCA Logistics, we are gearing up to take full advantage of the opportunities offered by these investments," says Tomas.

Drawn to the mountains

While Tomas' job is largely to do with shipping and the water, in his spare time he likes to focus on the mountains.

"When my partner and I go on holiday, it will almost always involve the mountains. We love the outdoor life and hiking, ideally in the Jämtland mountains, although we have also packed our boots and hiked in the mountains on visits to Italy and other countries," says Tomas.

Another favourite pastime, and one he pursues every other weekend, is mountain biking.

"But I also enjoy pottering around the house and garden. Shovelling snow or mowing the lawn is like therapy for me and I never tire of it," concludes Tomas.

The SCA Logistics Sales Team

In addition to Tomas Andersson, the sales team consists of Dan Persson and Sandra Lindroos. One position is vacant and will be filled at a later date. The team assists customers with container, RoRo, tank, bulk and project cargoes. They will be focusing on both developing services for existing customers and building up new cargo flows.

Important contract puzzle completed

A considerable amount of work goes into the procurement of road haulage services to and from SCA Logistics' terminals in Sweden and Europe. Each year, contracts covering thousands of routes to a value of between €25–30 million are negotiated and signed. It is, as Lotta Åkre explains, “an important assurance of capacity”.

Text: Mats Wigardt. **Photo:** Linda Snell, Adobe Stock.

Lotta Åkre, SCA Logistics' Commercial Manager for European road and rail shipments, underlines the importance of the annual process that results in the signing of new road haulage contracts.

The contracts must ensure that customers enjoy high quality at low costs and that there is sufficient capacity to guarantee delivery reliability.

“This is an important and sizable task that has also been affected by the ongoing pandemic,” she confirms.

As of 10 April, all contracts relating to the transport of pulp, paper and recycled fibre to and from SCA Logistics' terminals in Sweden and Europe had been drawn up and signed. This was preceded by extensive efforts in Sweden, as well as England and Germany.

Carefully selected criteria

In the first stage, the digital platform TI Contract is used to reach a broad base of suppliers, providing access to 35,000 hauliers across Europe.

The foundation of successful procurement is clearly specified requirements and demands. Based on carefully selected criteria for price, quality, environmental impact and digital integration possibilities, an invitation to tender is sent to 600 hauliers and transport companies. During the ongoing process, the number of candidates is reduced to around 80.

“This is a substantial weeding-out process that allows us to focus on the final selection process and price negotiation,” says Lotta.

In the next round, negotiations begin based on the requirement specification. Finally, a price is finalised for each route and supplier.

“As I said, it all adds up to a gigantic puzzle to be pieced together,” summarises Lotta, who together with a colleague is responsible for contract negotiations in Sweden. A similar process has been handled by her colleagues in Kiel, Germany, and London and Hull in the United Kingdom.

It now remains to analyse and evaluate the results of the negotiations. One senses that the volatile and unpredictable nature of the market has been the source of some concern.

Contracts in place

Certain industries have fallen by the wayside, while others have benefited. The flow of goods has been unbalanced and there is significant pressure on suppliers. The question many are asking is, can prices be maintained?

“There is some concern that prices are starting to move,” concedes Lotta. “As things stand, it is difficult to draw any general conclusions about the market situation. Things are developing in different directions and can change extremely quickly.”

One question mark is over SCA's closure of its publication paper production line in Örtviken. This has seen 750,000 tonnes of paper disappear completely, all of which was transported along at least one part of its route by road.

In the United States, where a dynamic market has skyrocketed during the summer, demand for SCA's products has increased significantly, with 200,000 tonnes of pulp distributed along over 50 routes from five terminals, all of which must be secured.

“It is therefore important to ensure that we have contracts in place and that there is sufficient capacity available,” says Lotta.



“It is important to ensure that we have contracts in place and that there is sufficient capacity available.”

Lotta Åkre
Commercial Manager
SCA Logistics



More depth, more surface area

The new container port being built at SCA Logistics' Sundsvall Terminal will be able to accept larger vessels. "This will make our transport solutions more cost effective and have a positive environmental impact," says Terminal Manager Peter Gyllroth.

Text: Håkan Norberg. **Photo:** SCA, Linda Snell.

Cargoes are increasingly being shipped all over the world in containers. To meet demand, a new container port is being built at SCA Logistics' terminal in Sundsvall, creating new opportunities for the future on both land and sea.

"We will be able to accept larger vessels and thus reach a larger market, while at the same time creating new opportunities at a terminal with large areas available for new installations," says Peter.

100,000 TEUs a year

The new port, which is being prepared for a rail-borne ship to shore container crane (STS), will have a depth of 15 metres. The port plan sets aside approximately 25,000



"This will provide use with the two things we need most at the terminal; more depth and more surface area."

Peter Gyllroth
Terminal Manager
SCA Logistics Sundsvall

square metres for container marshalling, an area that will be able to handle some 100,000 twenty-foot equivalent units (TEUs) a year.

Magnus Jinnerot is the Construction Project Manager.

“The past few months have been dedicated to preparatory work, including land reclamation to make room for the new port. We are now planning the start of major construction works,” he explains.

Building is due to commence on 1 July and the project will continue until autumn/winter 2023.

Complicated construction

The harbour is being dredged and filled out. Some 350 large-diameter piles will be installed. The new quay will then be formed, reinforced and cast. The facility will also be equipped with a new stormwater drainage system and, of course, electricity water and wastewater lines. As Magnus points out, this is a technically challenging journey.

“It is much more complicated than building on land,” he says.

The liquefied petroleum gas (LPG) business previously located on the site has been closed down and SCA Logistics’ day-to-day operations will continue next door to the construction site, unaffected aside from passing construction traffic.

Dennis Melarti is Operations Manager of the Sundsvall Terminal. He is looking forward to the new container port becoming operational in a couple of years.

“The plans for the new port have been on the drawing board for fifteen years, so I expect the final few years will fly by,” he says.

Safety and sustainability

Right now, there is a significant emphasis on safety in conjunction with the construction project. SCA Logistics



“Everything needs to be done safely and efficiently so that neither our employees nor our customers are adversely affected by the project.”

Dennis Melarti
Operations Manager
SCA Logistics Sundsvall

performs risk analyses and implements measures together with the Port of Sundsvall to ensure that day-to-day operations can continue alongside building works. This mainly relates to site traffic using the port.

“We coordinate site traffic with other traffic using the port. Everything needs to be done safely and efficiently so that neither our employees nor our customers are adversely affected by the project,” says Dennis.

At the same time, the planning, design and layout of the future container port is underway, including assessments of which machines are likely to be most efficient in terms of performance, working life and sustainability.

“We are examining solutions that will be optimal from all perspectives,” says Dennis.

Peter is evidently delighted to see building get underway.

“This will provide use with the two things we need most at the terminal; more depth and more surface area,” he enthuses.

The new container port will be part of a new logistics park. The investment is being made to deal with future increases in volumes from the region’s industries.



The new port will add approximately 25,000 square metres for container marshalling.

Customer survey reveals positive trend

A new customer survey shows that SCA Logistics is making headway in several areas, including service and competitiveness. “When we work with continuous improvement, it delivers results for our customers,” says Nils-Johan Haraldsson, Vice President of Marketing and Business Development at SCA Logistics.

Text: Håkan Norberg.

SCA Logistics works deliberately to strengthen the competitiveness of its customers. The results of the customer survey are therefore a key indicator for the company’s development. A thumbs-up from the customer means that work is progressing on the right track.

“Our employees are viewed as highly competent. And we take good care of cargoes and offer sterling service from start to finish.”

Nils-Johan Haraldsson

Vice President Marketing and Business Development
SCA Logistics

The survey, which was conducted during the summer, reveals generally positive development, with an average rating of four out of five for all divisions of SCA Logistics. The highest ranking was reserved for the commitment and service offered by employees, as well as their ability to meet customers’ challenges.

“Our employees are viewed as highly competent. And we take good care of cargoes and offer sterling service from start to finish,” says Nils-Johan.

Increased cost-efficiency

By taking advantage of economies of scale, SCA Logistics is able to offer the market competitive prices and levels of service. One example of this is the company’s container feeder service, which has increased capacity by 40% during 2020 alone. SCA Logistics now operates the largest container feeder service on the Swedish east coast north of Stockholm. And, according to the survey, this investment is paying off.

“Our cost-efficiency rating has increased steadily over the years. This would of course not be the case if we weren’t competitive,” says Nils-Johan.

On time and in the right condition

The company’s ability to deliver cargo in good condition and on time has also improved, as has employees’ knowledge of contracts and delivery terms.

The greatest room for improvement according to customers is the IT system. SCA Logistics is addressing this through initiatives such as the project Right From the Beginning, which aims to map and improve administrative processes.

“We have started to review all of our processes throughout our logistics network and we will be replacing our existing IT system. This is the next stride towards a fit-for-purpose organisation with efficient processes that reinforce our customers’ offers to their end customers,” says Nils-Johan.

Post-brexit import/export Sweden/United Kingdom

Brexit changed the terms for trade and shipping at a stroke. New Ways has compiled the most important FAQs for companies that use the services of SCA Logistics to transport goods between Sweden and the United Kingdom.

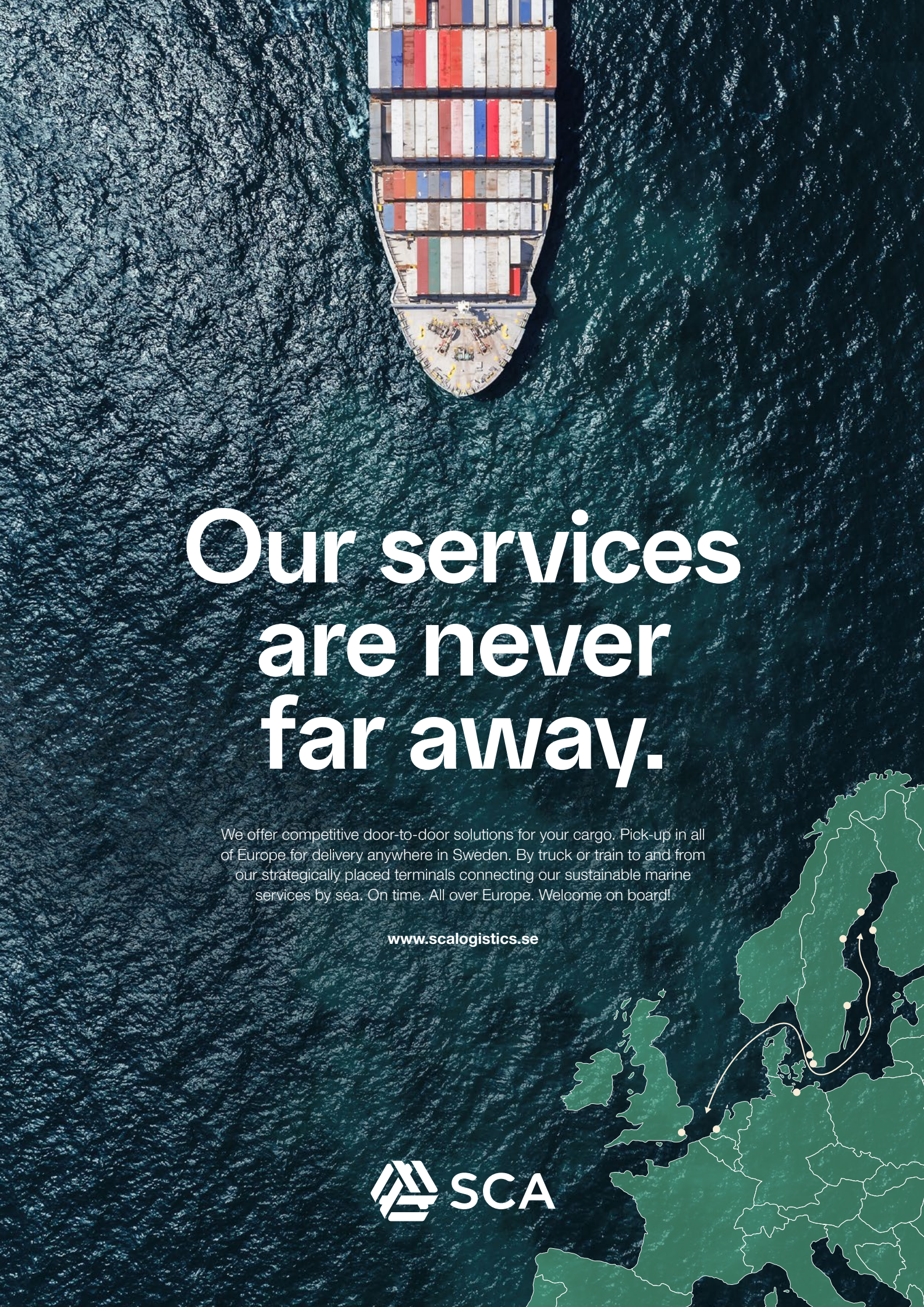
Text: Håkan Norberg

Shipments from Sweden to the United Kingdom

- **Choose the right delivery terms**
One important point to keep in mind is choosing the right delivery terms for your shipment. The easiest option for Swedish exporters is to allow the recipient in the UK to take responsibility for importation. One example of this is to specify the term Delivered-at-Place (DAP), under which the recipient in the UK will be responsible for making an import declaration and reporting import VAT.
- **Customs registration numbers**
As the exporting company, it is important to have a Swedish Economic Operator Registration and Identification (EORI) number. EORI numbers are issued by Swedish Customs, although it may also be possible to use an EORI number issued in another EU Member State.
- **Customs agents**
The exporter must engage the services of a customs agent to assist with export from Sweden.
- **Export declarations**
A completed export declaration must be sent to SCA's RoRo department in good time before the vessel departs, to the email address booking.logistics@sca.com.
- **Employing a UK customs agent**
The company responsible for importing goods into the UK (depending on the delivery terms, either the Swedish sender or the recipient in the UK) must engage the services of a UK customs agent.
- **UK EORI numbers**
Companies importing goods into the United Kingdom must have a UK EORI number issued by HM Revenue & Customs (HMRC).
- **Import declarations**
An import declaration must be made in the United Kingdom in good time before the goods are unloaded in the UK.

Shipments from the United Kingdom to Sweden

- **UK EORI numbers**
The exporting company must have a UK EORI number.
- **Customs agents**
The exporter must engage the services of a customs agent in the UK to make an export declaration.
- **Export declarations**
A completed export declaration must be sent to SCA's Ro-Ro department in good time before the vessel departs, to the email address booking.logistics@sca.com. You also need to inform SCA Logistics regarding which customs agent will be dealing with the import into Sweden.
- **Swedish EORI numbers**
The importing company must have a Swedish EORI number. The use of an EORI number issued in another EU Member State is likely to lead to problems in dealing with import VAT, something that most customs agents are unwilling to bear the risk of.
- **Import declarations**
If the cargo is to be unloaded in Oxelösund, Sundsvall or Umeå, the import declaration must be made in good time before the vessel calls at the port of unloading. If no import declaration has been made, the goods cannot be unloaded. The Port of Helsingborg holds a license for temporary warehousing, meaning that an import declaration may be made after the vessel has been unloaded.



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