



New Ways

Nº 2 2020



Record interest in transport procurement

We have secured capacity
for our customers

Large and
varied cargoes

New container vessels
increased capacity

Despite the circumstances, we are standing strong!

The global coronavirus pandemic has of course had an enormous impact on our daily lives and the way we go about our daily business. One question is, how long will it be until we can put this behind us? Another is: what will the long-term effects be?

We can at least count ourselves very fortunate that, so far, Covid-19 has had relatively little effect on our own logistical role for forestry products, which provide the raw materials for essential items such as hygiene articles and packaging for medicines, food and other essential products – all of which are still very much in demand. This does not however mean that we have remained unaffected. We have of course implemented a number of measures to protect our employees, customers and suppliers, while we have also experienced some volume reductions, new delivery patterns, etc. Still, at the time of writing we have escaped any ramifications that we are not well-equipped to handle, unlike some industries that have seen demand fall by 50% or more.

With regard to European deliveries, in my opinion the EU Member States have dealt with the situation relatively well. Border crossings for cargo transports are functioning to a very large extent and ports are generally operating as normal.

So, while many companies in the logistics sector have been forced to radically downsize their business, we are

in the fortunate position of serving an industry that is still pumping out products for their customers all over the world, meaning that we have been able to maintain most of our shipping schedules. Hopefully this is also benefitting all our other customers!

With that, I wish you all good health in the sincere hope that you remain safe for the remainder of the Covid-19 pandemic.

All the best!

Magnus Svensson
President SCA Sourcing
and Logistics



NEW WAYS N° 2 2020

Publisher

Nils-Johan Haraldsson

Editors

Thomas Ekenberg
Håkan Norberg
Kerstin Olofsson
Jennie Zetterqvist

Editorial staff

Anne Lindström
Dan Persson
Lena Zetterwall
Michaela Edin Dahlgren
Mikael Toft
Sandra Larsson

Cover photo

Adobe Stock

Translation

Semantix

Production

Frosting
Kommunikationsbyrå

Printing

Ågrenshuset Produktion,
Bjåsta, Sweden

Inlay

SCA GraphoSilk 90 g

Cover

Invercote Creato 260 g

Comments

SCA Logistics AB,
Box 805,
SE-851 23 Sundsvall,
Sweden.
Tel. +46 60 19 35 00
info.logistics@sca.com

New Ways is printed at an FSC® certified printworks and on FSC® certified paper. Throughout the production process, the environmental impact is kept to an absolute minimum, with a view to promoting responsible use of the world's forests.



New Ways protects the privacy of our subscribers. At sca.com you can learn more about how we process your personal data in accordance with applicable data protection legislation.

If you want to unsubscribe from New Ways please contact info.logistics@sca.com and we will immediately discontinue the processing of your personal information associated with this subscription.

We have secured capacity for our customers

Experience, in-house resources and good business contacts are key to SCA Logistics success in not only maintaining but even increasing capacity during the ongoing pandemic. “From an industrial perspective, we have kept Sweden moving during this period. We have gained market share and our customers have been able to increase sales thanks to the extra capacity we have secured,” says Nils-Johan Haraldsson, Vice President Marketing and Business Development at SCA Sourcing & Logistics.

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

When the new coronavirus began to spread in China, it had an immediate impact in Europe, on both exports and imports. SCA Logistics immediately set to work to meet the challenges.

“We assembled an organisation to manage the situation. There were a few delays of a couple of hours as many borders closed but they were soon open again and now they’re back to something resembling normality,” says Nils-Johan.

SCA Logistics owns its resources and can redirect logistics flows when necessary to ensure capacity. Vessels operating on scheduled routes provide a stable structure that customers can depend on and, in fact, when it comes to railways, the conditions are actually better than normal, as passenger traffic has decreased on the tracks.

When it comes to container shipments, SCA Logistics has collaborated with shipping companies that serve routes to and from Asia in order to secure capacity for customers.

“We have well-established contacts and working methods that are benefiting us now, when we really need them,” says Nils-Johan, who adds:

“In fact, during this period we have actually increased the volume from Umeå and Sundsvall and introduced larger container vessels, thereby increasing capacity by 40%.”

He expresses gratitude for the flexibility shown by customers; for example, in terms of switching to other vessels.

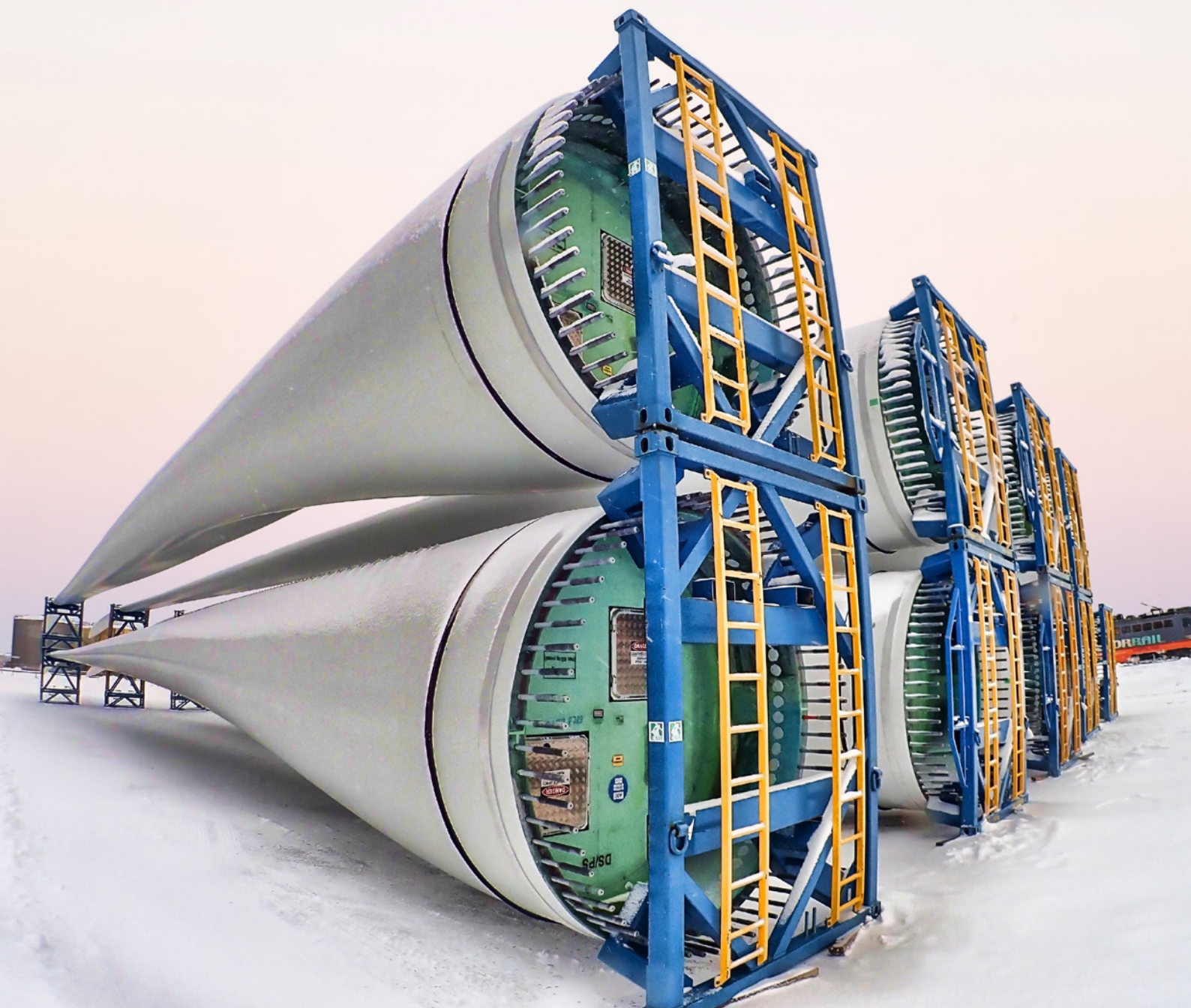
“Everyone has been on their toes and we have made the best of the situation. It has and will continue to be a challenge throughout the summer; however, given the circumstances it has gone well,” concludes Nils-Johan.



Shipping and hauling components for wind turbines involves a great deal of heavy, complicated lifting. The rotor blades are 68 metres in length.

“When you’re dealing with this kind of project cargo, everything is big. It’s pretty impressive.”

Patrick Mattsson
Operating Manager SCA Logistics Umeå



Large and varied cargoes at the terminal in Umeå

Components for 19 wind turbines are being stored in a 70,000 m² marshalling area at SCA Logistics' Umeå terminal. The rotor blades are 68 metres in length while the generators weigh in at almost 70 tonnes. "When you're dealing with this kind of project cargo, everything is big. It's pretty impressive," says Patrick Mattsson, Operating Manager at SCA Logistics in Umeå.

Text: Håkan Norberg. **Photo:** Kvarken Ports.

No two project cargoes are the same but all the experience gained can be put to good use on the next assignment. In addition to forestry products, SCA Logistics' Umeå terminal has been handling and storing wind turbines for several years now – as well as many other types of special cargo.

"We are good at dealing with these types of projects, with our width of expertise. Our personnel are competent and we generally get full marks from our customers," says Patrick.

He emphasises two points: human safety and the security of the goods, in that order. Loading and unloading wind turbines involves a great deal of heavy, complicated lifting, making planning vital. It pays to think ahead.

"The most important aspect is the safety of our staff and our partners. At the same time, we are working with expensive products that are difficult to replace if something does go wrong," explains Patrick.

Climbing at heights

Depending on what is being unloaded, up to 10 people will be working simultaneously, as well as a supervisor. Much of the work is done at heights, requiring a good deal of climbing. The components are lashed and personnel wear safety lines.

The project cargo of 19 wind turbines destined for Brattmyrliden outside Trehörningsjö, some 100 kilometres

southwest of Umeå, arrived in January and February on five different vessels from China and Germany. The components will be forwarded to site from the terminal as the construction project progresses until the end of May.

AF Shipping is the agent in charge, while SCA Logistics is the port operator responsible for unloading and storing the components. Kvarken Ports is providing two mobile cranes for unloading and specialist hauliers Silvasti is delivering the components from the terminal to the building site using specialised vehicles.

"Umeå seems to have a liking for roundabouts, so simply getting out of town presents a few challenges; still, things are going well," says Patrick.

Many types of cargo

Although the majority of its operations involve paper and timber products, the SCA terminal handles a wide range of cargoes. SCA Logistics has received components for office buildings and multi-storey car parks, housing modules for the extension of the University Hospital of Umeå and even entire sawmills, disassembled of course.

"I can say with a clear conscience that, when it comes to project cargoes, we know what we're doing," says Patrick.

Performance, precision and safety

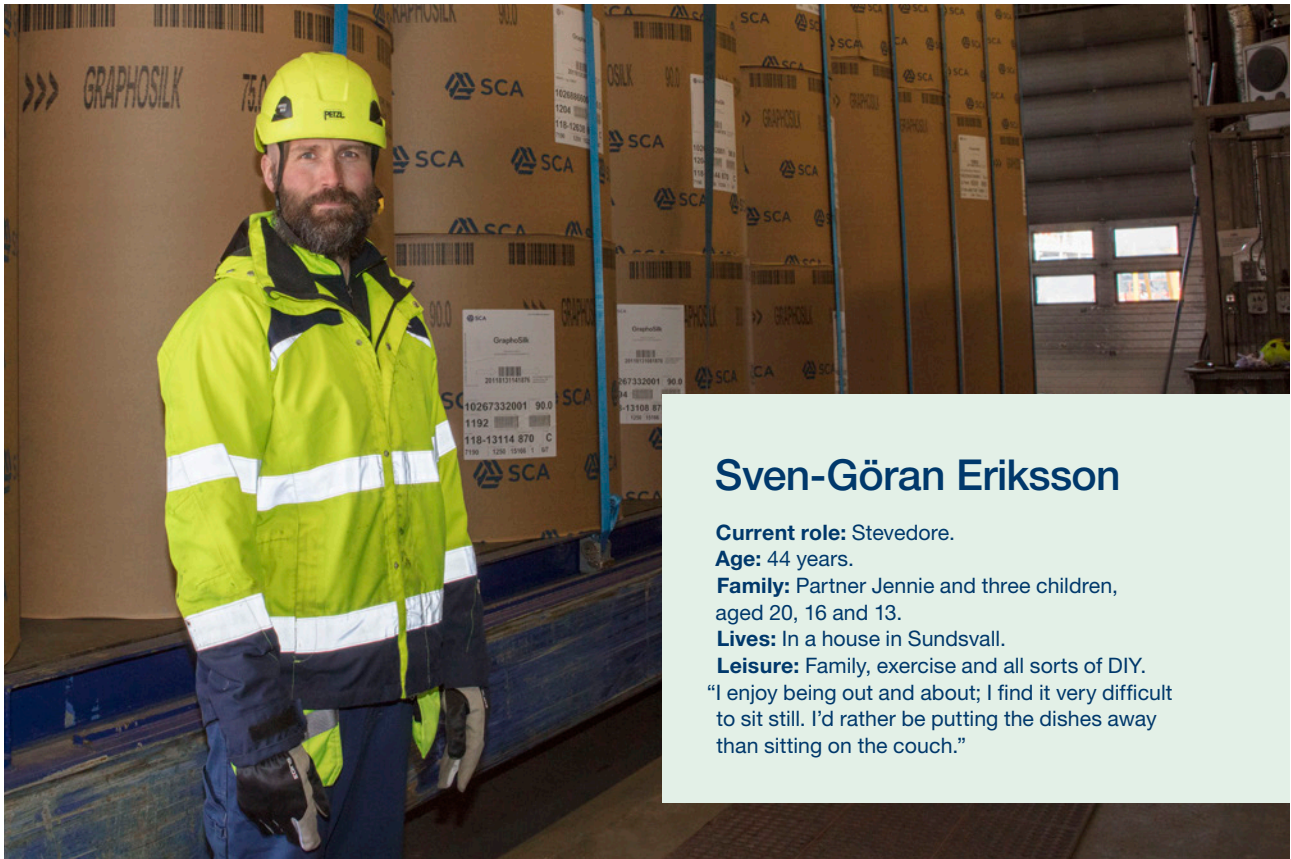
“That’s what I’m going to do when I grow up!”

As an 11-year-old, Sven-Göran Hedlund found his dream job on a study visit to the Port of Sundsvall. Today, he has worked at SCA Logistics’ terminal for 20 years. This is what his working day looks like.

Text: Håkan Norberg. **Photo:** Linda Snell, Per-Anders Sjöquist.

Knucklehead crane loading pulp bales at SCA Logistics’ terminal in Sundsvall.





Sven-Göran Eriksson

Current role: Stevedore.

Age: 44 years.

Family: Partner Jennie and three children, aged 20, 16 and 13.

Lives: In a house in Sundsvall.

Leisure: Family, exercise and all sorts of DIY.

"I enjoy being out and about; I find it very difficult to sit still. I'd rather be putting the dishes away than sitting on the couch."

"So, the other shift unloaded that much yesterday did they? In that case, we'll manage even more today!"

Even if the tone is humorous in the canteen at SCA Logistics' Sundsvall terminal, there is also a certain seriousness. The desire to perform at a high level is evident among Sven-Göran Hedlund and his colleagues; perhaps even more so with Sven-Göran in particular.

"I've always been highly competitive. I used to play ice hockey, now I've taken up cross-country skiing and, since last year, roller skiing. And I always put plenty of effort into it," he says.

**"Take it easy,
keep your distance and
seek eye contact."**

Sven-Göran Hedlund
SCA Logistics Sundsvall

Varied duties

He has been working at the Port of Sundsvall for 20 years, during which time he has developed into a master of many trades, capable of performing pretty much any task the operation requires. He operates cranes, drives yard tractors and all types of lift trucks; loads and unloads cargo from vessels, lorries and trains; stuffs containers, lashes paper rolls and loads cassettes.

For Sven-Göran, the variety of tasks is one of the biggest benefits of the job, along with the opportunity to work outdoors and indoors at various times.

On this particular sunny Tuesday, the team is unloading a northbound container vessel. A signal person, two crane

operators, four container lift truck drivers, one man on the quay and a supervisor; together, they form a well-oiled machine. Each member of the team appears to be constantly aware of where everyone else is. Container after container is lifted from the vessel and placed on the asphalt before being quickly removed by a lift truck. On average, they move 17 containers per hour.

"Many of us have a lot of experience and we are fairly self-motivated," says Sven-Göran.

45,000 TEUs a year

The port employs 57 permanent dockworkers plus a pool of hourly paid, as well as 16 salaried staff, and handling a volume of almost 2 million tonnes and 45 000 teus annually, with both container traffic and pulp handling increasing steadily.

At the end of each shift, Sven-Göran and his colleagues check the list of jobs for the following day so that when they arrive at work they can get started straight away. On some mornings, the supervisor will also brief them on specific cargoes or vessels.

"For example, there might be cargoes that need to be loaded in a certain order or in a particular area of the vessel," explains Sven-Göran.

Safety: procedures, policies and attitudes

Several times during the tour, he highlights safety measures and the importance of never forgetting the enormous weights involved. Naturally, there are procedures and policies in place; for example, container lift trucks use routes that mean they never meet in the area. But, as Sven-Göran explains, it is also an attitude and approach:

"Take it easy, keep your distance and seek eye contact," he says, and continues: "I never enter anywhere if I'm unsure and I make sure that my back is always free."



A selection from the machine park at SCA Logistics' Sundsvall terminal

The port has approximately 70 machines in total, ranging from 3.5-ton counterbalance forklifts to 45-ton container lift trucks. Two container cranes with a capacity of up to 125 tonnes and three knucklehead cranes with a capacity of up to 12 tonnes.

An additional knucklehead crane will be arriving in June with a longer reach in order to service larger vessels. It can lift six pulp bales at once, rather than the current four.



Rail transport record

SCA transports increasing volumes of forestry raw materials by rail.
An investment in a new concept with new wagons has created increased capacity
in Sweden and made SCA Europe's largest transporter of logs by rail.

Text: Thomas Ekenberg. **Photo:** Per-Anders Sjöquist.

The Helios Project, a multibillion kronor investment in SCA Östrand, has resulted in significantly increased productivity, doubling the need for timber deliveries to the pulp mill.

"A doubling of volume also forced us to harvest timber from a larger area than previously and we began looking at ways to efficiently transport timber over longer distances," says Lars Noland, Logistics Manager SCA Forest.

Modernised train system

A train system was already in place prior to the expansion, transporting timber through northern Sweden to SCA's coastal industrial facilities.

"This needed to be upgraded to increase capacity and supplemented with new routes from southern Sweden and Norway in order to create the conditions for efficient long-distance transport.

A new timber wagon was developed in collaboration with train operator Hector Rail. Optimised for the Swedish rail network, it can carry 25% more than a traditional timber wagon. The new wagon also has eight axles rather than the previous four.

In combination with new locomotives, it provides a substantial increase in capacity – not to mention major environmental benefits in the form of reduced road haulage. One train can carry as much timber as 50 lorries. The result for 2019 was a reduction in carbon dioxide emissions of approximately 37,000 tonnes compared to transporting the same volume by road.

Increased timber volumes

With the new system in place, timber volumes have increased significantly. During 2019, SCA transported 2.65 million m³ of timber by train, a new record and a year-over-year increase of 20%. This volume makes SCA Europe's largest transporter of logs by rail. The expectation is that the record will be broken again in 2020, reaching approximately 3 million m³, and the long-term capacity is 3.5 million m³.

"It is also pleasing to see a significant increase in rail transport measured in tonne-kilometres, by as much as 35% during 2019. This means that we are transporting increasing volumes of timber over longer distances, which further reinforces the environmental benefits and reduces emissions," says Lars.


Maintenance backlog

Challenges do remain, however, not least due to the backlog of maintenance and capacity constraints on certain routes on the Swedish railway network.

Lars explains that, on this front, SCA is engaged in an ongoing dialogue with the Swedish Transport Administration and stresses the importance of upgrading the railway network.

"There are bottlenecks; not least on many of the cross-links that we traffic. We at SCA are in constant discussions with the Swedish Transport Administration to stress the importance of upgrading the railway network," he concludes.





Thousands of suppliers take part of SCA tender and the number have increased significantly. Over 600 suppliers have submitted tenders for this year's procurement process in Sweden alone, almost double the number of the previous year.

“It is gratifying to see such great interest in becoming one of SCA’s suppliers and joining our efforts to offer our customers efficient, sustainable logistics solutions.”

Lotta Åkre
Commercial Manager SCA Logistics

Record interest in transport procurement

Interest in SCA Logistics' annual procurement of European cargo transport services has been record high, with twice the number of tender participants as the previous year.

Text: Thomas Ekenberg. **Photo:** Adobe Stock.

SCA Logistics conducts an extensive procurement process for the road transport of mainly forest industry products across Europe on routes that are vital links in the logistics chain between cargo owners, shipping companies and end customers. The procurement is divided into five geographical areas based on goods leaving terminals in northern Sweden, southern Sweden, Kiel, London and Rotterdam. In total, thousands of routes are covered.

"This represents an extensive workload, with large amounts of data collected in order to prepare tender documentation. We also use a tender tool that helps us to compile all of the tenders and routes," explains Lotta Åkre, Commercial Manager at SCA Sourcing & Logistics.

Double the number

Thousands of suppliers take part of SCA tender and the number have increased significantly. Over 600 suppliers have submitted tenders for this year's procurement process in Sweden alone, almost double the number of the previous year.

"It is gratifying to see such great interest in becoming one of SCA's suppliers and joining our efforts to offer our customers efficient, sustainable logistics solutions. Applicants have ranged from the giants of the industry to small haulage companies operating on local markets," says Lotta.

"In line with the overall process, in the UK we also saw an increased interest in quoting for our lanes and as a result got some interesting proposals from existing and new partners alike. Coronavirus has certainly provided significant challenges in the UK, but likewise agreements remain largely intact and we are well positioned to offer safe and cost effective distribution through 2021," says Steve Harley, Managing Director SCA UK Logistics Ltd.

In addition to price, the evaluation process weighs up quality, sustainability and capacity. There is also a

requirement to comply with SCA's Global Supplier Standard, a broad requirement specification based on the UN Global Compact, with the emphasis on business ethics, health and safety, wages and working hours, human rights, accident insurance and the environment.

SCA also requires that suppliers comply with the Swedish Forest Industries Federation's joint industry regulations; for example, on road safety and health and safety during handling, loading and unloading, as well as work environment and external environment requirements.

Old and new stakeholders

"Based on our specifications, we then make a selection of the companies that fulfil requirements. We then begin negotiations on terms and conditions and prices. From all of those who expressed interest and submitted tenders, we have selected qualified suppliers with whom we have signed contracts. We have enjoyed long relationships with many of them, while others are new," says Lotta.

The procurement process was concluded prior to the coronavirus striking the continent with full force, meaning that the crisis has not affected the new agreements to any great extent.

"We were already seeing an economic downturn in Europe during the autumn, leading to a decrease in demand in the transport sector. This has also meant that we have been able to achieve many unchanged or reduced prices in this year's procurement," Lotta affirms.

She is also keen to point out that SCA Logistics generally enjoys excellent collaborations with hauliers.

"We are also constantly working to develop our procurement process in order to create a competitive edge for our customers," concludes Lotta.

New European routes for DHL

DHL Freight is increasing its commitment to SCA Logistics with a number of new European routes and increased volumes. “We are well aware of the high standards that SCA demands and what is expected of us,” says Stefan B Einarsson of DHL Freight Sweden.

Text: Thomas Ekenberg.

A leading global company, DHL has almost 100,000 vehicles operating in over 220 countries and territories. The company is also one of the world's largest employers with approximately 360,000 personnel.

DHL has been a supplier to SCA Logistics for a number of years and in this years procurement DHL Freight has been awarded contracts for new European routes, significantly increasing the company's undertaking.

An impressive procurement

“This has been an impressive procurement of European routes in which SCA Logistics' team has done a fantastic job. In terms of size, this is one of the largest on the continent and it is especially pleasing to be able to continue our long collaboration on a number of new routes,” says Stefan B Einarsson, Multinational Customer Manager at DHL Freight Sweden.

Like SCA, DHL has strict sustainability requirements, something for which both companies are renowned. DHL ranks at the top among business-to-business companies in all industries according to the Sustainable Brand Index. DHL is also the industry leader in the parcels and logistics sector in the same survey.

Maria Nilsson Öhman, Sustainability Manager at DHL Freight Sweden, sees this as proof that DHL's sustainability management is credible and viewed as ambitious by the market.

“The transport sector is part of the climate problem and we also need to be part of the solution. The group has set high environmental targets; we intend to be carbon neutral by 2050,” she says.

As a major stakeholder, DHL is also in a position to drive development.

“Better capacity utilisation, a higher percentage of biofuels, more efficient engines and training in fuel-efficient driving techniques; these are just some of the reasons that, in principle, Sweden has already achieved the goal of halving CO₂ emissions per tonne-kilometre by 2025,” continues Nilsson Öhman.

Customer demands and in-house goals

SCA Logistics places stringent demands on its suppliers and has been awarded the highest gold rating by international sustainability assessment company EcoVadis, which has analysed the SCA's supply chain. This is something that spurs DHL on.

“We must work with our customers when we see so many making far-reaching demands in areas such as reducing CO₂ emissions. We can show them sustainable, climate-smart alternatives that allow them to send cargo in a greener manner. That said, we must also be able to offer cost-effective shipments,” says Nilsson Öhman.

Technology is developing rapidly, not least on the fuel side, and we now have many alternatives to fossil fuels.

“I believe that we will see various types of solutions in different parts of Europe, depending on local conditions. In many cases, biofuels will make a significant contribution. In order to cope with the transition, we will also see other solutions such as electric roads along major routes,” says Nilsson Öhman.

Smarter shipments

There is also the matter of shipping smarter and reducing empty runs.

“SCA's routes suit us well in this context as they start from major hubs and are therefore well-balanced in terms of capacity utilisation, meaning that we can fill our vehicles in both directions,” explains Einarsson.

Better utilisation of existing logistical solutions is another element of a climate-smart future.

“For example, we are in discussions to ship our cargo on SCA's rail shuttle between terminals in northern Sweden and Skövde in the south, a collaboration that would offer yet another climate-efficient solution for both our customers and SCA,” says Einarsson.

Fossil-free transport of recovered fibres

SCA renews its agreement with Alltransport and creates a fossil fuel-free route through central Sweden. “This is an important element of our business goal to be completely fossil-free by 2025,” says Business Area Manager Anders Wiman.

Text: Thomas Ekenberg. **Photo:** Alltransport.

From its headquarters in Norrköping, Alltransport offers nationwide transport and logistics solutions and has over 400 units in its range. SCA have been working with the company for many years, primarily with the transportation of recovered fibre in central Sweden.

“We are delighted with the renewed agreement. We have enjoyed an open and honest dialogue for many years and the most important thing for both parties has been to continuously develop and strategically adapt transport flows – something that this new agreement succeeds in to a high degree,” says Wiman, Business Area Manager at Alltransport.

Natural commitment

Alltransport has worked actively with sustainability management for a number of years, with the issue of fuel for the transport sector a high priority. The company also operates its own fuel plants.

“We have a strong natural commitment to sustainability issues, an area that we can proudly say has been high on our agenda for many years. We work on a daily basis to address the industry’s major challenge going forward: the transition to fossil-free transport,” emphasises Wiman.

With the signing of the new agreement, Alltransport can now offer SCA entirely fossil-free shipping.

“SCA is among those of our customers that demonstrate both an interest in and commitment to monitoring emissions. We are pleased to say that we enjoy a number

of collaborations with customers who have joined us in choosing fossil-free alternatives in order to reduce environmental impact and promote environmentally friendly transport,” he says.

Rapid development

Wiman believes that there is a number of major challenges in working towards this transition, including uncertainty regarding political decisions, new fuels and, not least, technological developments.

“A challenging equation involving increased transport needs and reduced emissions in combination with rising investment costs is putting partnerships with customers and suppliers to the test. Thanks to the rapid development of biogas as a fuel, as our next step towards achieving our goal we have ordered two new heavy goods vehicles powered by liquefied natural gas (LNG).”

Wiman considers long-term partnerships with customers and suppliers as one success factor.

“As a company, we want to contribute to achieving the national goals by sharing our knowledge and, where appropriate, offering a climate-smart alternative to the market’s traditional shipping services. Together, we can make a difference,” he concludes.



Alltransport has ordered two new heavy goods vehicles powered by liquefied natural gas (LNG).

A tight team with a sense of service

A few pallets of spare parts, an excavator or an 80-tonne mobile crane; no matter what the customer wants to ship, the SCA Logistics sales team will organise the optimal solution. “We can ship almost anything on our vessels – that’s one of our greatest strengths. We tailor the best solution for each customer,” says Sandra Lindroos, who is one-third of the sales team.

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



Michaela Edin Dahlgren,
Dan Persson and Sandra Lindroos,
sales team at SCA Logistics.

“Even if logistics is our business, at the end of the day it’s all about human relationships.”

Michaela Edin Dahlgren, Sandra Lindroos and Dan Persson
Sales team SCA Logistics

Sandra and her colleagues in the SCA Logistics sales team, Michaela Edin Dahlgren and Dan Persson, receive a constant stream of emails and telephone calls. They assist customers around the world to ship cargo, primarily from Central Europe to Sweden although occasionally the freight is heading in the opposite direction or further afield.

“When they head south, our vessels are largely filled with SCA products and on the northbound journey they largely carry external cargoes,” explains Sandra.

The vessels are then filled with everything from wind turbines and mining equipment to chemicals, wheel loaders and passenger cars.

“We offer an incredibly wide range and can accommodate the vast majority of requests. Thanks to our combination of RoRo and container vessels we are highly flexible. We also have considerable expertise in cargo securing and a workforce that loves to solve complicated issues,” continues Sandra.

Ports in northern Sweden

SCA Logistics has Europe well covered thanks to its network of strategically located ports and terminals. Many customers also appreciate the fact that vessels connect our terminals in Sheerness, Kiel and Rotterdam with several northern Swedish ports. The RoRo vessels call Iggesund, Sundsvall and Umeå in the North as well as Malmö, Helsingborg and Oxelösund in the South, while the container service calls Sundsvall and Umeå.

“There are not many other vessels that travel up to northern Sweden; most serve Stockholm or Gothenburg. This is where our vessels fulfil an important function, given the large amount of cargo destined for northern Sweden and the benefits of not having to transport it all the way by road,” comments Michaela, who continues:

“We also have the advantage of frequent, regular services with vessels running on weekly loops. Customers know what they are getting and cargoes arrive on time.”

Holistic solutions

Although SCA's own terminals are located in Europe, collaborations with shipping companies allow SCA Logistics to cover large parts of the globe.

“And by procuring car transport, we also offer pre-carriage and on-carriage. We also arrange storage. Some new customers are pleasantly surprised when they contact us; they might get in touch to arrange marine transport but

then we can also help them with truck transport to the final destination,” says Dan.

Sustainability is a key issue for many customers, as it is for SCA Logistics.

“Sustainability is integral to everything we do at SCA and part of our business idea. SCA Logistics was recently awarded a gold rating by EcoVadis for its CSR. We came in the top 3% of all assessed companies,” says Dan.

Various areas of expertise

Dan, Sandra and Michaela work closely as a team.

“It is very useful to have colleagues to bounce ideas off; there is no manual to follow in this job, it’s all about customising a solution in each individual case,” says Sandra.

“And it suits us perfectly to be able to all pitch in when needed; for example, if someone is away from the office. Customers know that they can rely on quick answers from us,” adds Dan.

Although everyone handles all types of transport, each member of the team has their own specialist area. Sandra is a container expert, while Dan has specific responsibility for major procurements and chemical shipments. Michaela's areas of expertise are rolling cargo and project cargoes; i.e., loads that are difficult to handle and demand special solutions, such as particularly large, heavy or unwieldy cargo.

“At times it can be a challenge to identify the optimal solution but that’s all part of the charm of the job. I enjoy being challenged and continuously learning something new,” explains Michaela.

All about relationships

A sales representative needs to be structured, so that they can handle many different tasks at once, and it helps to be curious about possible new solutions.

“You also need to be flexible and able to make quick decisions, given that things tend to change rapidly,” says Dan.

It is also important to be service-oriented and interested in people and relationships if one is to succeed in the job; on that, all three agree.

“Even if logistics is our business, at the end of the day it’s all about human relationships. It’s always important to see the bigger picture from the customer’s perspective. What are the customer’s needs and how can we meet them? Can we even offer more than the customer is asking for? It’s a great feeling if you can manage that,” concludes Michaela.

Michaela Edin Dahlgren

Current role: Sales Representative. Also enrolled in SCA's Early Career Programme.

Education: BSc in Economics and in Communications and Public Relations.

Background: Previously worked in insurance.

Family: Partner.

Lives: An apartment in Sundsvall.

Interests: Training, preferably running in the gym or the forest, skiing. Enjoys travel and visiting friends from her time studying abroad.



Sandra Lindroos

Current role: Sales Representative.

Education: BSc in Industrial Economics, Logistics and Management.

Background: Previously worked as a freight forwarder at SCA Logistics.

Family: Married and expecting first child in June.

Lives: In a newly bought villa in Sundsvall.

Interests: Training. Spending time on our farm in Jämtland. Love to spend time in the forest with the family's Swedish elkhounds.

Dan Persson

Current role: Sales Representative.

Education: BSc in Business Administration and Economics.

Background: Product manager at SSG.

Family: Partner.

Lives: In an apartment in Sundsvall.

Interests: Travel, preferably to exciting destinations such as Sri Lanka or the Philippines. Food – both cooking and eating. Likes Thai, Indian and Moroccan cuisine among others.



Please contact us with your request.

Michaela Edin Dahlgren

Phone +46 60 19 35 69
michaela.edin@sca.com

Dan Persson

Phone +46 60 19 35 59
dan.persson.logistics@sca.com

Sandra Lindroos

Phone +46 60 19 35 25
sandra.lindroos@sca.com

Billion-SEK investment to upgrade Umeå logistics hub

The billion-SEK investment in the Port of Umeå is proceeding according to plan. The upgrade, which is being implemented by municipally owned port operator Umeå Hamn AB in cooperation with SCA, has been welcomed on a broad front. “We see an enormous interest from the business community and our customers in the region as we come together to create opportunities to serve larger vessels and streamline cargo handling between sea and land,” says Margaretha Gustafsson. Terminal Manager SCA Logistics Umeå.

Text: Jennie Zetterqvist.

SCA Sourcing & Logistics is responsible for all terminal and stevedoring operations at the Port of Umeå, which involves handling approximately 1.5 million tonnes of cargo annually at the terminal. The total investment of SEK 1.4 billion by the municipal port company will be used to upgrade the entire port area in stages until 2025.

“Planned projects are currently progressing according to plan and we are grateful that, as yet, we have not encountered any delays due to the pandemic. This also applies to our routine port operations, which are under intense pressure,” says Margaretha.

Increased volumes

The port project is being implemented in parallel with SCA’s major investment of SEK 7.5 billion in the Obbola Paper Mill, which will lead to increased cargo volumes of approximately 500,000 tonnes per annum for SCA Logistics. These long-term investments to strengthen the Port of Umeå as a logistics hub have also elicited positive reactions from the region’s business community as a whole.

“All of this creates greater logistical opportunities for our existing and future industrial customers. We are already seeing increased flows of incoming freight from customers looking to increase their volumes of both warehousing and deliveries from Umeå,” says Margaretha.

Larger storage areas

The close collaboration between Umeå Hamn and SCA has already seen the co-financing of a number of solutions for land use and storage functions.

Redevelopment has primarily focused on creating smarter and shorter transport routes within the port for SCA Logistics, by concentrating currently scattered

terminal operations to the inner port. This has the dual benefit of more efficient container handling and an even safer workplace. Storage options are also being increased with the construction of new warehouses, something that addresses increasing demand from customers for warehousing at strategic points outside their own facilities.

“The construction of new warehouses in the inner port will begin in the summer. There will also be new warehouses along the quayside beside Gustafs Udde, where we are currently loading container vessels. In future we will locate our bulk operations and loading of conventional timber vessels here,” explains Margaretha.

In conjunction with port renovations, SCA Logistics is also building new staff facilities to give the work environment a welcomed lift.

“We are in the process of preparing drawings for the redevelopment, which will increase the quality for our port staff and stevedores. This is all being done together with our staff and we are looking forward to offering them more comfortable and functional premises,” she says.

The Port of Umeå is currently a hive of activity, both in terms of handling forestry industry products and the planned expansion. The construction of an entirely new entrance to the port awaits after the summer.

Umeå Hamn has completed work on a railway terminal that will enable SCA Logistics to bring more trains into the port. The close proximity of the rail terminal to the quay also provides for more efficient cargo handling.

“The expansion to strengthen our container operations and increase capacity for sawn timber products, bulk products and project cargoes is proceeding entirely according to plan,” concludes Margaretha.

New container vessels increase capacity

Container volumes are growing. With two new and larger container vessels, SCA Sourcing & Logistics is meeting needs, strengthening competitiveness and reducing climate impact.

Text: Jennie Zetterqvist. **Photo:** Linda Snell, Per-Anders Sjöquist.

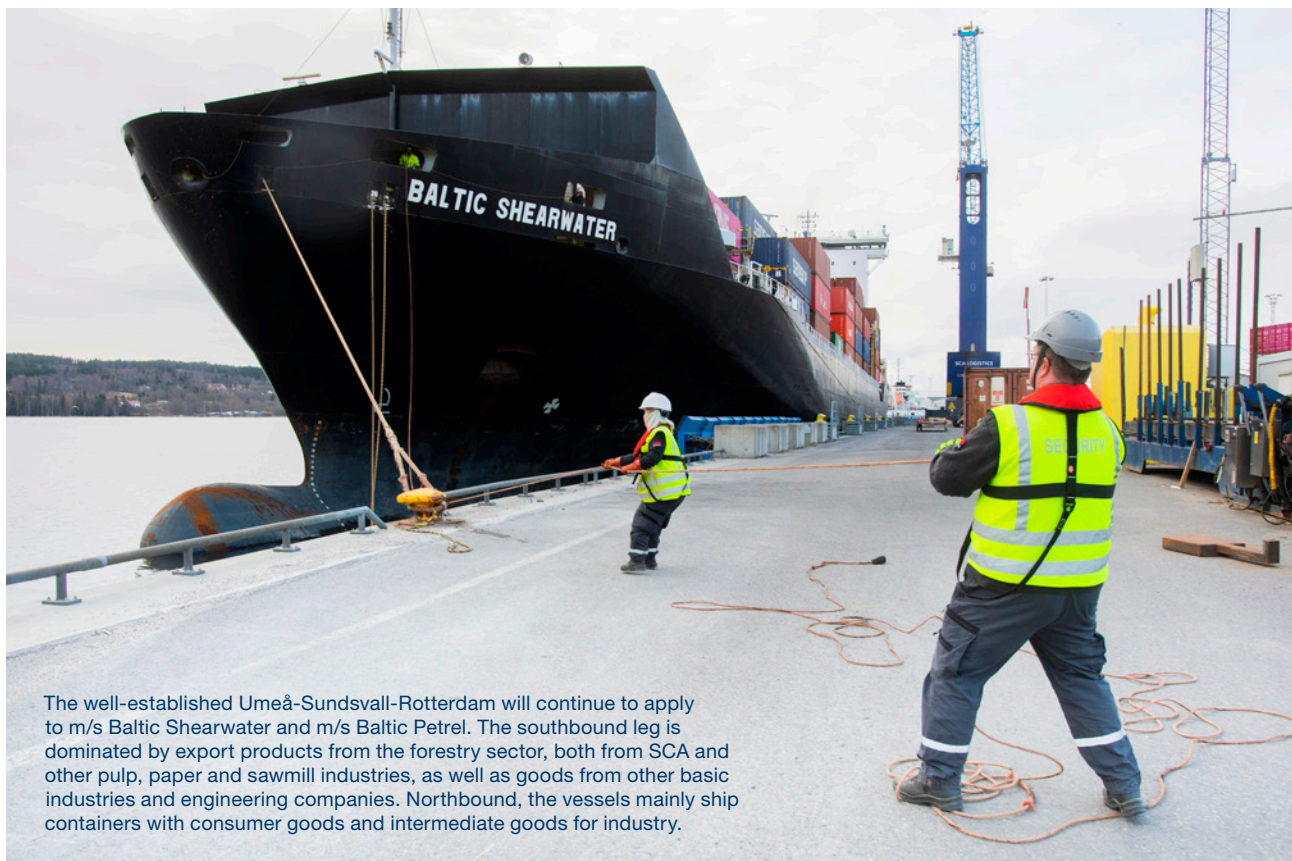
The *m/s Baltic Shearwater* and *m/s Baltic Petrel* make a powerful impression when docking. SCA Logistics' new container vessels have a 40% greater cargo capacity than their predecessors, a noticeable difference even to the naked eye. The vessels have replaced the *m/s SCA Tunadal* and *m/s SCA Munksund* after four successful years. The hunt for the right replacements has been underway since the autumn, although the development towards increased container volumes has been apparent for much longer.

"We have a long-term strategy to consolidate volumes and identify even more cost-effective logistics solutions for northern Sweden's industries. We have seen a sustained growth in container volumes and have been aware that we will need increased capacity going forward," says Mikael Toft, Commercial Manager Marine at SCA Logistics.

Reliable, long-term weekly routes to strategic ports provide a stable foundation for development. The major investments in developing the Ports of Umeå and Sundsvall are of course also closely linked to the need for greater container capacity.

The chartered vessels will also accommodate further increases in cargo volumes. This upward trend has been unhindered by the very special prevailing circumstances during





the spring due to the coronavirus and its consequences.

“Despite the pandemic, we are seeing increased volumes on the container side, which is true of few in Europe right now; still, it is pleasing to see that there is an opportunity for growth even in trying times,” says Mikael.

The new container vessels have been serving the already established route Umeå-Sundsvall-Rotterdam since 22 April. After an initial running-in period, the plan is to enter the shipyard for classification. The vessels may even be renamed in line with the rest of SCA’s fleet, which consists of three Ro-Ro vessels owned by the company: m/s SCA Obbola, m/s SCA Ortviken and m/s SCA Östrand.

Larger capacity also opens up entirely new possibilities.

“We now definitely have the chance to develop new business and grow in both the southbound and northbound direction,” says Mikael.

Aside from mutual increased competitiveness, the larger cargo capacity of the new vessels also brings significant climate benefits.

“Here at SCA, our strategy is to develop large-scale solutions that make us more cost-effective in the long term. Through their sheer scale, the vessels contribute to reduced climate impact while at the same time strengthening our customers’ competitiveness on the global market,” says Nils-Johan Haraldsson, Vice President of Marketing and Business Development.

m/s Baltic Shearwater and m/s Baltic Petrel

- Vessel type - Generic: Cargo
- Vessel type - Detailed: Container Ship
- Flag: Cyprus
- Gross Tonnage: 16,324
- Length Overall x Breadth Extreme: 169 x 27,23 m
- Year Built: 2005
- Home Port: Limassol

Capacity

The theoretical capacity of the new vessels is 1,638 TEU*. This can be compared with the capacity of the two previous vessels of 1,018 TEU. The larger vessels are more fuel-efficient, reducing carbon dioxide emissions per transported container.

*TEU = twenty-foot equivalent, a unit of measurement of the nominal capacity in 20-foot containers.

The new vessels, m/s Baltic Shearwater and m/s Baltic Petrel, increase SCA Logistics’ container capacity by 40%. “We have worked for this for many years and it is a balancing act to find the right capacity. We recently reached the point where volumes are sufficiently large for us to invest in larger vessels,” says Mikael Toft, Commercial Manager Marine, SCA Logistics.

Sustainable success in curved packaging

Arcwise® wraps everything from the best gin and tonic in the world to gourmet burgers that bring the restaurant experience into your home. Thanks to significant technological advances, SCA's uniquely flexible corrugated board packaging is now reaching even larger markets and customers.

Text: Jennie Zetterqvist. **Photo:** Arcwise.

Since its launch in 2016, Arcwise has become an increasingly important product on the market. The technology offers curved packaging that provides brands with new opportunities to capture the interest of customers. At the same time, this is a versatile, strong, lightweight and sustainable recyclable material.

"With Arcwise, you can create curved forms and high-performance packaging with a low cost and efficient use of materials. Studies also show that we humans find curved forms more attractive than angular shapes; so, this technology makes it possible to grab the attention with an attractive packaging design," says SCA Innovation Manager Magnus Viström.

An important step towards automation

Many creative packaging solutions have been created using the material, often for specific campaigns featuring graphic design specifically enhanced by the shape of packaging.

SCA is now continuing the launch of Arcwise to larger stakeholders who deal in large-volume goods. This demands automated packaging processing and SCA has joined with Meypack, one of the world's largest suppliers of packaging machinery, to ensure that Arcwise wraparound packaging can be erected and filled in conventional machines originally designed for standard square boxes.

"This is an important piece of the puzzle in terms of achieving larger production volumes and it is crucial in as much as it provides brand owners with a simple route from existing packaging processing to using Arcwise solutions. They need to be able to maintain their normal production

rate, meaning that the entire value chain must continue to function smoothly," explains Rickard Hägglund, Business Operation Manager for Arcwise.

Ready for major markets

Arcwise is an excellent fit for an era when most of us have become aware of the need to reduce our carbon footprint and live more sustainably.

"For example, there is a great deal of interest in replacing plastic, which has the advantage of being able to take any form. Here, Arcwise fills a gap in the market by offering rounder shapes in a fibre-based, recyclable material," says Magnus.

Interest is growing gradually and, while SCA is unassuming enough to realise that the process will take time, the company is working in a highly goal-oriented manner.

"As we have more verification of the benefits and are able to show reference cases that truly validate the concept, more and more people will realise that Arcwise is ready for a broader market," says Rickard.

The technology is protected by international patents and SCA is offering it to packaging manufacturers around Europe under license. The geographical spread provided by such a network is an advantage as interest grows from major international stakeholders.

"They naturally expect fast delivery of the product wherever they are based, making it important to be able to supply and distribute large volumes on schedule," concludes Rickard.



The right feel and taste – more important than ever

Burgersson serves only gourmet burgers of the highest class. With Arcwise cartons, their customers can both take away the feel of the restaurant and enjoy a takeaway meal that tastes exactly as it would in the restaurant. When the Swedish Government recommended social distancing to slow the spread of Covid-19, the packaging suddenly took on even greater importance: “We see an increase in take away from our restaurants, which makes it important for us to have a packaging solution that represents our brand with quality and exclusivity. We have performed extensive tests so the packaging would meet our high standards of keeping the food warm in transport and at the same time keeping the fries crisp and the burger buns from not getting soggy which the Arcwise packaging delivers on in an excellent way”, says Johan Svensson, co-owner of Burgersson.

Expert design support backed by experience

Arcwise Design Lab functions as an internal design agency to assist customers in developing packaging solutions either entirely in Arcwise or in combination with other materials. SCA has a wealth of experience of corrugated board packaging manufacturing operations throughout Europe, generating knowledge that remains within the company. “When it comes to calculating strength and understanding how design connects to function, SCA has globally unique expertise. This has been a prerequisite for taking the Arcwise concept as far as we have,” says Magnus Viström, Innovation Manager at SCA.

Strong, lightweight and renewable

Arcwise is sustainable in a number of ways: the material is strong enough to facilitate large-scale curved packaging while retaining structural stability; at the same time, it is up to 30% lighter than traditional packaging, making transport more efficient. The fibres are also renewable, further reducing the manufacturer’s carbon footprint.



A flexible packaging material that can be bent while at the same time being stronger and lighter than traditional corrugated board, in combination with design that grabs attention at the point of sale. More and more people are discovering the new packaging possibilities offered by Arcwise.



Hernö Gin is a world-famous handcrafted organic gin from Sweden, named World’s Best Gin & Tonic in 2016. The company turned to Arcwise when looking for new packaging that matched their environmentally friendly spirit. The resulting Arcwise corrugated board packaging resulted in both increased sales and a reduction of over 78% to the product’s carbon footprint compared to the previous paper tube packaging.

Kiel terminal ensures customers' deliveries

Kiel is an important distribution hub for goods between Umeå, Sundsvall and the rest of the world. Since mid-February, SCA Logistics has been implementing a number of hygiene and contact rules aimed at minimising the risk of infection at the terminal. "Our highest priority is to ensure deliveries to our customers," says Jörn Grage, Terminal Manager SCA Logistics Kiel.

Text: Håkan Norberg. **Photo:** Port of Kiel.

Each year, over 800,000 tonnes of forestry products from SCA and other Swedish customers are distributed from the Kiel Terminal by sea, road and rail. The ongoing coronavirus pandemic has resulted in new guidelines to employees at the terminal regarding contact between drivers and hauliers who also have been informed of the new hygiene and safety concept.

"We immediately introduced hygiene and contact regulations to minimise the risk of infection; for example, procedures for how meetings with lorry drivers should be conducted and what distance to maintain in order to avoid infection. Forklifts and yard tractors have also been equipped with disinfectant," says Jörn.

A combination of working from distance and the office

Given the rapid spread of the virus through Europe, as an initial step a weekly shift system was introduced in the forwarding and ship's agency offices from week 12, with staff working in the office one week and mobile the

next so that only half of employees were at the office at any given time. Staff were also asked to avoid physical contact between the two groups.

"At the same time, we prepared all workplaces and processes for the possibility of working mobile. In order to guarantee functionality and a high level of service for our customers and manufacturing contacts, we also held brief daily team meetings via Skype," continues Jörn.

Essential deliveries

Both the port and logistics are classified as essential services in Germany. Not only that, but SCA's customers deliver to essential industries in Europe and around the globe. For this reason, SCA's deliveries have thus far been spared from obstacles.

"Reducing the risk of infection also ensures a functioning logistics chain to and from the manufacturers' places of business. All in all, we have succeeded in maintaining a continuous flow of goods via Kiel and, despite the situation, it has been business as usual," concludes Jörn.

The Port of Kiel.



Capturing tomorrow's employees

SCA holds recruitment events to ensure the company's future skills provision. Skilled students who are comfortable with international contacts are now ready to begin an eventful summer job with SCA Sourcing & Logistics.

Text: Jennie Zetterqvist. **Photo:** SCA.

In February, SCA welcomed almost 500 visitors to recruitment events in three Swedish cities. By gathering all summer job announcements at these events, the company was able to reach a great many qualified candidates.

For Lars Sjölander, Group Manager at SCA Logistics Marine, the events proved successful in connecting with well-suited freight forwarders and vessel operators to cover the summer period. The 25-minute interviews may be shorter than the traditional approach but they still provide ample opportunity for the parties to get a feel for one another.

"Of course, it is important that we are comfortable with one another and that they will enjoy the tasks that lie ahead. The training period will be intensive and it demands that one is interested, alert and has an aptitude for learning. Many of our summer staff return year after year and we see that as a sign that we have succeeded in our recruiting," says Lars.

An international work environment

Rewarding challenges in an international environment await those who take the opportunity to develop their career in logistics, which is generally what summer staff appreciate most.

"Many are attracted by the opportunity to work with international contacts. We have daily contact with large parts of Europe, the United States, China and Australia and our summer staff really feel that they are working at the sharp end and making a difference," says Lars.

One major advantage of recruitment events is that everyone who participates also gains an insight into the width of the SCA Group. While most people are familiar with the Group's paper and sawmills, many are less aware of other operations; for example, that SCA Logistics creates international transport solutions on a daily basis or the physical dock work that takes place at terminals.

"Even if someone is invited to an interview with a given business unit, many people still take the opportunity to mingle during the event and chat more generally with the various divisions. This opens people's eyes to other parts of the group, such as the SCA R&D Centre, SCA Energy and SCA Logistics. If you work for us you are likely to come into contact with the forestry industry, shipping companies, freight forwarders and base industry," explains Lars.


Tomorrow's employees

Naturally, the long-term objective is to identify tomorrow's SCA employees and given the interest expressed by 500 applicants in a group with around 4,000 employees, the ground appears to be fertile. At SCA Logistics Marine, two former summer staff are now on longer temporary contracts while another will be taking up a permanent position during the summer.

"One of the main points with recruiting the right summer staff is of course that we cultivate a nursery of potential future SCA employees. Our hope is always that they will enjoy our workplace and their duties so much that they will choose to work for us when they finish their education," says Lars.



Representing SCA at one of the recruitment events. From left to right: Lisa Ståhl, Port Worker SLS, Nina Sterning-Näslund, HR Specialist, Linnea Nyström, HR Specialist and Maria Wåhlén Nordkvist, Sawmill Manager, Tunadal Sawmill.



Our services are never far away.

We offer competitive door-to-door solutions for your cargo. Pick-up in all of Europe for delivery anywhere in Sweden. By truck or train to and from our strategically placed terminals connecting our sustainable marine services by sea. On time. All over Europe. Welcome on board!

www.scalogistics.se

