



Changing of the guard

Staff changes and a restructuration is ongoing in our port organisation. Some staff members have retired, some have left and there is now an Process Leader on-site in all areas. The distribution of staff between shifts is being reviewed and we are moving staff to where they are needed most. Our strategy remains unchanged. With a high market presence, we offer packaged transportation solutions to you, our customers. The organisation is being streamlined to meet needs with respect, commitment and efficiency,

our core values. New energy is being pumped in with new staff members and existing staff members who are taking on new work tasks. Our working approach, the Port of Oxelösund's Production System, shows the way. We always use our core values as a starting point, act according to our principles, and make use of our working approach, methods and tools to finally achieve the goals we have set. All of the parts of our model fit together. If we do not achieve the desired result for one step we go back to the

previous step to see if this is where the issue lies. Those of us who have worked here for a long time are the foundation of the building.

With reinforced troops and a stable strategy we continue our work to build The All Inclusive Port as a team. This is a general's dream. Welcome to the Port of Oxelösund.

Erik Zetterlund
CEO



Carl Johan Warfvinge, sales and business developer at the Port of Oxelösund

From one side to the other

Carl Johan Warfvinge has a solid background in the world of ship brokerage. At the beginning of the year, he made the move to the other side of the table and a role as sales and business developer at the Port of Oxelösund.

He was a ship broker in Hasting and Maersk Broker Agency. After that he had the role of CEO of Percy Tham and later the Sweden manager at Maersk Broker Agency. Carl Johan Warfvinge has experience of ship broking at all levels to say the least. We had a chat with him just before he travelled to Vilnius for a biofuels conference.

What skills do you bring to the port?

"I have worked closely with the ship and cargo owner side. I got good insight into what is requested and what services are most appreciated from this. I know it is important to have a clear overall picture, and that people only want to have personal contact for all customer queries. At the Port of Oxelösund we often have to calculate and fit things together to come up with ideal customer solutions. I think that my experience is going to be useful when it comes to presenting them in the best way," says Carl Johan.

What was your first impression of the Port of Oxelösund as a work place?

"I have worked in several industries where hard values were what mattered most. Here soft values are focused on more. It was immediately clear that this is a workplace where each individual is given a lot of space, and where the company achieves results through people having fun at work."

What do you think the Port of Oxelösund's biggest strength is?

"The staff, that was what struck me first when I first came here. It is unusual that there is such an active business mindset throughout a whole organisation. Our staff members are observant, responsive, flexible, and see opportunities for development."

How do you want to develop the port?

"I want to help the port continue its positive development, to help customers to find safe and high-quality solutions in all cargo flows. Our goal is to provide Europe's best stevedoring services, but providing good stevedoring services includes more elements than what happens at the port alone. We are with the customers at every step from beginning to end," concludes Carl Johan.



Customer check



Jan Steinle, Fuel Manager, Söderenergi

Söderenergi produces district heating for about 300,000 people, offices and factories in southern Greater Stockholm as well as the corresponding electricity consumption for 100,000 households. Söderenergi trusts the Port of

Oxelösund for logistics services, unloading and the storage of wood pellets. The pellets come from northern Sweden, Finland and the Baltic countries, and sometimes even from the USA and Canada.

What advantages do you see with of the Port of Oxelösund?

“A lot of it is about how we are received. The discussions we have with the Port of Oxelösund are very constructive. It is valuable to have a straight and direct chain of communication where we can highlight both positive and negative things. We want to

do a good job where we do not take shortcuts or detours, and the Port shares this view.”

Per-Erik Eriksson, Business Area Manager Industry, Nordic Bulklers

Nordic Bulklers is specialised in national and international transportation, storage, handling and other logistics services for dry and liquid bulk products. The majority of the company’s clients are in the petrochemical industry. Nordic Bulklers rents a land area from the Port of Oxelösund, for terminal operations in bulk cargo, such as cement, lime and salt.

Why did you choose the Port of Oxelösund as a cooperation partner?

“We chose them because of the port’s location and good communication options. There are direct links to the railway system and the E4 motorway here. In addition it is a great advantage for us that the port can receive very deep draft vessels thanks to the harbour’s great depth.”

The Port of Oxelösund is transforming its surfaces

In line with the increased business volume in RoRo and biofuels, there is increasing pressure on our handling and storage surface. In 2016, two new surfaces are being fitted to meet the increased demand.



1

Storage area A is going to be covered with asphalt and will become the storage space for biofuel. This will be done in stages, in the first stage an area of about 14,000 m² will be completed.

2

The former carpentry has already been demolished and now the surface is being relaid for our RoRo business.

Have a good summer!

The staff at the Port of Oxelösund would like to wish you a fantastic summer.



Port of Oxelösund

Oxelösunds Hamn AB, POB 26
SE-613 21 Oxelösund, Sweden
Tel. +46 (0)155-25 80 00
customerservice@oxhamn.se, www.oxhamn.se



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