



Photo: Bobo Lindblad

## Steady growth

The port area is changing. Two new silos for cement products have been erected next to the port's office, we are developing new storage space for new warehouses along Gamla Oxelösundsvägen, and a new detailed development plan to enable the LNG terminal is under review. Our long-term partnerships with customers are paying off and mean that business is growing. We have an active sales department — we recently passed the mark for 1 million tons of managed goods in 2018 in births 3-8, which is a whole new level compared to previous years.

Now we see the return on the previous investments and hard work performed by the organisation.

Larger volumes and more traffic mean that we are focusing even more on safety and the work environment. Car and lorry traffic on the quays is one example, another is the way we move around the portarea. To minimise the risk of accidents, we have put a stop to people walking to and from ships. This means that better planning from agents and crews is required when coming ashore. Changing rules brings up other new issues, and we have reviewed and adjusted many rules internally recently. All of this places demands on our own staff, but we meet all new requests with the same culture of service as always.

For the first time, LNG-powered vessels are operating in the port — the ships are

called M/S Viikki and M/S Haaga, and will operate between Oxelösund, Luleå and Brahestad. Operating with LNG means lower emissions for the surrounding environment, as well as cost-effective and more environmentally friendly transportation for customers. We expect an increase in LNG-powered vessels over time and when our new terminal is completed in 2022, they will be able to bunker their fuel here with us, either by car, barge or directly from the terminal.

We offer so much more than a traditional port. Welcome to our All Inclusive concept with stevedoring that aims to be the best in Europe!

**Douglas Heilborn, MD**

**DECEMBER 2018**



Port of Oxelösund

16,5m



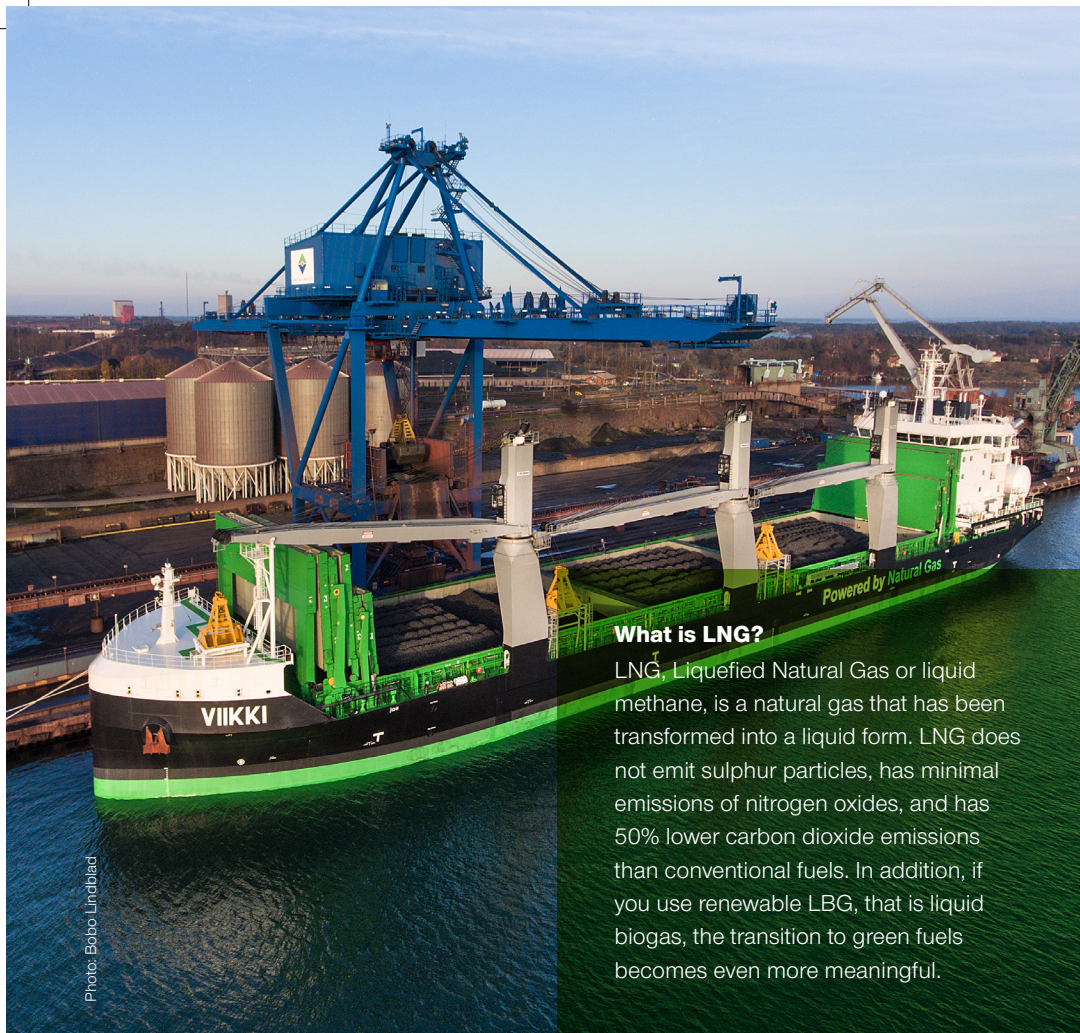


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### What is LNG?

LNG, Liquefied Natural Gas or liquid methane, is a natural gas that has been transformed into a liquid form. LNG does not emit sulphur particles, has minimal emissions of nitrogen oxides, and has 50% lower carbon dioxide emissions than conventional fuels. In addition, if you use renewable LBG, that is liquid biogas, the transition to green fuels becomes even more meaningful.



## Push for greener production and healthier seas

**SSAB and the Port of Oxelösund have taken a very important step together towards reducing carbon dioxide emissions. In a few years, SSAB will turn to new, more environmentally friendly arc technology and will then need LNG in its production. But M/S Viikki and M/S Haaga, the world's first LNG-powered dry cargo vessel, are already in operation.**

Douglas Heilborn, from the Port of Oxelösund, summarises the background:

"Traditional steel production leads to very high carbon dioxide emissions. At the same time, shipping and industry have very high demands on reducing emissions. Because of this, the transition to LNG, liquefied natural gas, is absolutely right for both SSAB and us."

Maritime transport's whole green shift is part of the Bothnia Bulk project, which is partially-funded by the EU and aims to halve CO<sub>2</sub> emissions in the Baltic Sea.

With frequent shipments of dry bulk goods between Oxelösund, Luleå and Brahestad (Raahe) in Finland, SSAB is a committed and significant player in the project.

M/S Viikki and M/S Haaga, owned by Finnish company ESL Shipping, were built at a shipyard in China and completed at the end of the summer. For M/S Viikki, the journey homewards was via the famous Northeast Passage.

"The route in the North Sea is safe for only a couple of months in the early autumn," says Mikki Koskinen, CEO of ESL Shipping.

"In return, we saved three weeks' travel time compared to other routes — and up to 60% emissions, thanks to LNG operations."

### Technology with a view

M/S Viikki is 160 metres long and 26 metres wide. The ship is clean, neat and functional throughout, and life on board is characterised by safety and well-being for all. The ship houses a gym and, as it's

a Finnish ship, there is also a sauna of course. From the bridge, the view ahead is striking. The three load hatches have a unique construction — they are advanced, yet easy to handle, to minimize port time as much as possible.

"From the bridge we take care of the entire vessel," says Kari Levander, captain and commander of M/S Viikki. "It's airy, easily accessible, well thought out and all systems are designed to work optimally together."

### A positive step towards cleaner seas

Anne Lexelius is purchasing manager for raw materials at SSAB and is also M/S Viikki's godmother.

"M/S Viikki and ELS Shipping's investment is a very important part of our efforts to reduce our CO<sub>2</sub> emissions. We are pleased that we can also contribute to environmentally friendly shipping in the Baltic Sea through our conversion to greener production methods."





## Hello Markus!

He is a well-known face for many of us at the port, and he has recently taken on a new role. Since 1 October, Markus Blom is the new business developer for the Port of Oxelösund. Markus comes from a position as Process Leader of Terminal, and is eagerly looking forward to the development of the port.

### Who is Markus?

"I'm 33, I grew up in Nyköping, studied shipping logistics in Uddevalla, and began working at the Port of Oxelösund as an on-call employee while I was studying. I've now been here for over four years and have been able to try my hand at several roles."

### What is most exciting about your new role?

"Being part of the continued development of the port and setting the guidelines for how we move forward. In 'The All Inclusive Port', we have a good foundation with an almost unique concept, where we help customers to achieve smoother and more efficient logistics chains by linking partners — through a single contact."

### What are the biggest challenges you see today?

"We are in a very expansive phase, so it is an important challenge for us to ensure that the quality of our services is always as high as we and our customers demand, all while staying on our toes and being prepared for future needs and challenges."

## Well-equipped for the future

**More vessels, more goods, more intense traffic and a great need for more staff — The port of Oxelösund is experiencing a sharp increase on all levels. The new storage space which will be completed in the spring has already been rented out.**

During his three years at the port, Carl Johan Warfvinge, Marketing and Sales Manager, has experienced strong growth in all customer segments.

"We see an increase in more or less all our customers and therefore feel well equipped for a possible economic turnaround."

### More than sales

The increased pressure involves focusing on development, rather than increased sales. The services must always maintain a level of quality that's as high as possible, especially when the pressure on machines and equipment is great.

"We have a concept and a very well-functioning business that we are proud of," said Carl Johan Warfvinge. "We have set a high standard for our services and we are not going to compromise on that. When customers come to us they should always feel sure that we will perform their assignment in the best possible way."

A large part of the solution is called dedicated staff. At the Port of Oxelösund the staff work when they are needed, even if it's at night. Lots of other ports only

operate during the day, but offering 24-hour port services has been a winning strategy for the Port of Oxelösund.

"Thanks to our ability to work 24/7 when necessary, we can maintain even and high loads," says Carl Johan Warfvinge.

"However, without the staff's enthusiasm and willingness to address all new challenges with a positive attitude, it would not work."

### Respect and safety

"We are flexible in all that we do, but very uncompromising when it comes to safety.

That's the way it has to be," Carl Johan Warfvinge explains, meaning it's about respect.

"Even though we could earn a few krona more here and there, we will never deviate from the principle of safety first. We will always follow our safety regulations, that's what's important to us — without exception.

### A look back

In addition to the upcoming LNG terminal, two silos have been newly built next to the port's office. Swecem, an importer of cement and binders in the concrete industry, erected these. Another new project is the large storage space of 40,000 m<sup>2</sup> which is currently being put in place.



# THE ALL INCLUSIVE PORT



## Successful race

About 40 enthusiastic customers and partners came to Oxelösund to participate in the annual Hamnracet, which took place on the 30th of August. The day was a resounding success with great competitive spirit, rewarding talks, cooperation and, of course, lots of laughter.

### Congratulations to the winners:

Johan Öljemark, Contango/  
Frida Rowland, AtoB/  
Olle Ankarling, Söderenergi



## Visualisation at Logistik & Transport



The Logistik & Transport exhibition was held in Gothenburg at the beginning of November. We exhibited together with SCA and offered visitors the opportunity to transport goods by radio-controlled lorries and ships across a model version of the Baltic Sea. Lots of visitors had an “aha” moment when they actually saw the advantage of moving greater quantities of goods by ship, which is significantly faster than by road.



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