



Photo: Bobo Lindblad

Improvements and future plans at the port

Lots is happening, both for me personally and at the port! It was with great joy and pride that I took on my new role as Managing Director of the Port of Oxelösund in May. I took over from Erik Zetterlund who has now retired. He did so much to improve the port and how we work with our customers. Erik was also a driving force of the improvements within our organisation. Today we are a much more inclusive workplace, where all employees have the opportunity to make an impact and improve our working practices. I have participated in the journey during my time as marketing manager, and now im looking forward to taking the port even further as managing director.

For the last few years we have worked with our unique 'all inclusive' concept, where we take full responsibility for our customers' logistics chains. We are no longer just a traditional port, and we can offer a larger 'menu' of services, which is highly appreciated by our customers. But we must constantly innovate to meet the demands of the market. That's why I'm very excited that we've started planning our natural gas project together with SSAB, a project that will enable us to refuel ships with natural gas in the future. But more about that later!

Our investment in the business area berths 3-8 has been very successful. This has led to our terminal organisation growing, as well as the need for space

to handle goods. We are now planning around 40,000 m² of new storage space. The Port of Oxelösund is a flexible and proactive organisation that is constantly looking for new improvement initiatives. We are pleased that we will soon be able to offer even more storage capacity for both existing and new customers.

Speaking of improvements, on the next page our new marketing manager, Carl Johan Warfvinge, explains how we can deepen our collaboration with our customers.

I wish you all a wonderful spring and summer!

Douglas Heilborn, MD



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Closer customer collaboration create synergy effects

Carl Johan Warfvinge was appointed new marketing manager of the Port of Oxelösund in May. He has previously worked as a salesperson and business developer at the port. As business developer, he placed great importance on deepening collaboration with the port's existing customers, a recipe for success that he plans to continue to develop in his new role.

The Port of Oxelösund has become known as The All Inclusive Port, a market position made possible thanks to the port's extensive service offering. Having a wider perspective on customer collaboration has meant great advantages for both customers and the port, and it is these synergy effects that Carl Johan wants to strengthen as marketing manager.

"We want to tell the market that we can work with them from early in the process. We aren't a port that just loads and unloads anymore. Contacting us early on means that we can plan proactively

and optimally, and even take responsibility for the whole logistics chain. This means more reliable and more efficient transport flows for both us and the customer," he says.

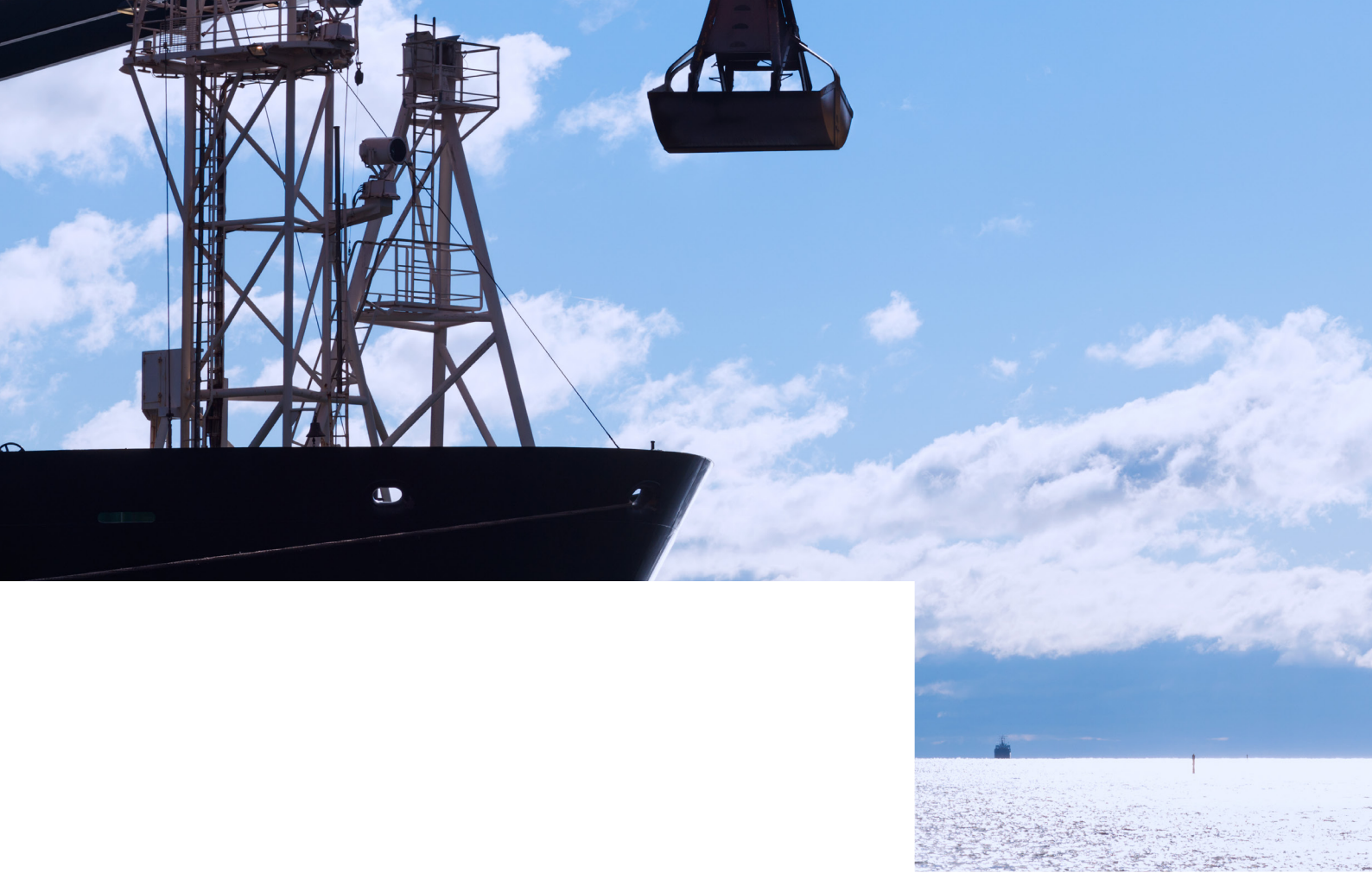
Increases to existing business

The Port of Oxelösund has traditionally handled large volumes from SSAB.

The proportion of goods at the port which go to and from SSAB has decreased over recent years in relation to the total amount of goods we handle.

The port has instead increased its business with other customers.

"We handle the same amount of tonnage, but have reduced our dependence on our 'big customer'. This highlights the potential of our customer collaboration and shows that we can develop together. We are today a strategic partner to many of our customers, and I think that this will be the case even more in the future. Lots of customers are discovering the strength of our offering and are choosing to concentrate large amounts of their logistics flows here," concludes Carl Johan.



A clean natural fuel at the port

The Port of Oxelösund and SSAB are closely linked, through ownership and cooperation, but also through their development plans for the future. They are now planning a facility for liquified natural gas (LNG) together, that won't just drastically reduce carbon dioxide emissions, but will also create new possibilities for the port's customers.

The basics of steel manufacturing has been the same for more than a thousand years, where coal and coke are used as fuel for steel production in blast furnaces. SSAB in Oxelösund is now going to replace the coal with natural gas and electricity. This means that the blast furnaces can be replaced by what is known as an electric arc furnace – a huge step forward, resulting in carbon dioxide emissions being reduced by up to 90 % in an industry which is today one of the leading emitters. The Port of Oxelösund is playing an important role in this change.

“With a natural gas terminal at the port we will be able to receive the liquified natural

gas needed to succeed with the steel production conversion. At the moment we are working with SSAB and other parties to plan where the terminal will be placed in order to work as efficiently and as safely as possible. We are also talking to people who live in the local area. This is a big step we are taking, but a step that must be taken for the sake of the environment,” explains Douglas Heilborn, MD, the Port of Oxelösund.

Capacity for natural gas-powered vessels

As a first step a smaller terminal is planned to start operating in 2021, and its capacity will be increased in the years that follow.

The terminal will also be constructed to be able to handle biogas. The natural gas terminal won't only supply SSAB with fuel, it will also supply vessels which frequently call the port and need to bunker fuel.

“The shipping industry is switching to natural gas operations, and we must be proactive and meet the industry's needs. We will have two ships in regular traffic with us this autumn. SSAB and the Port of Oxelösund has a large impact on the region around us, and our goal is that this change will lead to increased environmental consideration and sustainability, and even reach other industries,” Douglas concludes.

THE ALL INCLUSIVE PORT

What's up at the port?

Increased collaboration in biofuel

We are pleased to have increased our collaboration with Vattenfall. The Port of Oxelösund now has a turnkey undertaking to receive, unload, stock and transport biofuel, all the way from the boat to Idbäcksverket in Nyköping. This is a very interesting assignment which shows the strengths of our all-inclusive offer, where we can take full responsibility for our customers' logistics chains.

New storage space planned

The demand for storage space is increasing, so in 2018 new storage space is being planned which will be ready to use in 2019, totalling 40,000 square metres.



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