

Destination Karlshamn NEWS is produced by Karlshamns Hamn AB to inform about the role of Karlshamn and its port as a node in southern Sweden for logistics and transportation.

Now Green Cargo's "main-hub"

Doubled rail capacity

"We have now doubled the capacity in Karlshamn and consider Karlshamn as "the main hub" in Blekinge. Karlshamn is well placed to become Sweden's "gateway to the east", and the growing markets there," comments Sohana Josefsson, Green Cargo's Marketing and Communication Manager. These are markets we are very interested in.

"No one shall beat Green Cargo in terms of rail transport in Sweden. We will expand and keep a dialogue going with Swedish Transport Administration regarding more slot times," says Sohana Josefsson at the Karlshamn conference before Christmas.

Leading representatives from Scandinavian Tank Storage, Södra Cell, Volvo Cars, VIDA Wood, DFDS and KGH Custom Services in addition to Green Cargo presented positive visions regarding Port of Karlshamn as a hub and partner.

More information can be found here!

"Karlshamn is now "the main hub" in Blekinge," says Sohana Josefsson, Green Cargo's Marketing and Communications Manager.



Ferry traffic via Karlshamn has had stable growth for many years now. "We are now planning a considerable upgrade and expansion of the ferry terminal to meet the needs of the market," says Peter Samuelsson, Project Manager, Port of Karlshamn.

Planning investments for continuing LARGE INCREASES of ferry capacity

The port of Karlshamn is currently planning for a future of continued growth in ferry traffic via Karlshamn. The intended goal for the planned investments is a future doubling of ferry traffic. Improved comfort, increased safety and more rational handling are other key words in the development work.

"We are currently working intensively on these plans. It is a task where we look in detail at the process, function and business of the various possible solutions," says Project Manager Peter Samuelsson, Port of Karlshamn.

"In such a large and complex project it is obviously necessary to achieve the right solution and this makes this work tremendously important and rewarding," says Peter Samuelsson.

INCREASED COMFORT AND SAFETY

Besides increasing the capacity, the development of the port

also includes improved comfort, increased safety and more rational handling with increased digitalisation of the entire process of booking, checking in etc.

"When it comes to capacity we are planning a ferry terminal for much larger ferries and space for a considerably increased number of semitrailers within the fenced off terminal area. Admission to the area will be via new terminal gates with extended automatic checks of both the identity and the status of admitted semitrailers. The whole of the ferry area will be considerably increased and we will have a completely new entrance to the area," says Peter Samuelsson.

"The plans contain a new terminal with among other things a drivers' lounge, where the drivers can receive the service they require. The standard for other passengers will also be improved. There will be an increase in comfort for everyone travelling with the ferries," says Peter Samuelsson.

Karlshamn

– a “real port”, working commercially!

We emphasise that Karlshamn is a “real port” for shipping! As a “real port”, Karlshamn has always been a logistics node, long before the concept of “logistics node” and “logistics centre” existed.

Instead of a cosmetic brand building around a new word, we have focused on the content and function - what the customers want and need - and on doing this to the best of our ability. In recent years we have made large investments in a intermodal rail terminal, quay reinforcement, container handling, oil storage etc. Everything to meet the demands of the market. In parallel, the municipality of Karlshamn has prepared a large establishment area next to the harbour area, giving opportunities for businesses with port and logistics needs to establish themselves.

Over the years Karlshamn Port has fulfilled the needs and demands that exists within transport, handling and storage - whether for shipment of stone, wood etc. from Sweden or an import port for important goods for the country. Or as the last piece of Swedish land for emigrants to America.

Many “logistics centres” are talking about future growth figures.

- *Karlshamn IS Sweden's largest port for rolling goods via the Baltic countries with 13 - 14 years of upswing.*
- *Karlshamn IS one of the country's largest oil ports.*
- *Karlshamn HAS market-adapted technology, resources and knowledge.*

We have all the resources required and are committed to serving our part of the logistics chain as well as possible.

In addition, we consistently focus on thinking and acting in a PROFESSIONAL MANNER with the understanding that our commitment is a part of our clients' businesses. It is thinking in a professional manner in all our actions that enables us to provide the best solutions to our clients. This gives both the clients and our business long-term sustainable development!

We are pleased to confirm that our method of working is valued by the clients and bears fruit. We experienced a growth of approximately 20 per cent in all our areas of business in 2015. The business is characterised by Stability, Growth and Profitability. We are experiencing huge growth in individual areas; for example sawn timber, which has increased by 500 per cent since 2013. The size of ships has also increased considerably.

In just over 10 years, Karlshamn has grown by nearly 100 per cent, while growth in all Swedish ports has been 35 per cent.

We have made large investments for the future in recent years and we will continue to invest in the years to come. Next for example is a new ferry terminal and extended ferry berth to take larger ferries.

We have great confidence in the future, and we are happy to be involved in even more business!

You are very welcome to visit us!

*Mats Olsson /
MD Karlshamn Hamn AB*



Great confidence in the

Scandinavian Tank Storage, Södra Cell, Volvo Cars, VIDA Wood, DFDS, Green Cargo and KGH Custom Services – leading representatives from these companies presented positive future visions and positive beliefs regarding Karlshamn Port as a hub and a partner.

This occurred during the Karlshamn Conference, which was held just prior to Christmas and brought together about 100 delegates. The annual conference, which gathered invitees with differing port/regional interests, focused on the development of the industry and investment in the region. As well as various investments in the logistics sector that are being planned in the short and longer term.



Leif Larsson, MD Scandinavian Tank Storage

“Karlshamn has a strategic location”

“Karlshamn has a geographically strategic location for us,” says Scandinavian Tank Storage’s MD Leif Larsson. He also highlighted the organisation in Karlshamn Port having professional and loyal staff and a proactive, interested and businesslike management which STS is happy to cooperate with. STS and Port of Karlshamn have a long term

relationship. Leif Larsson informed about the oil industry and the company’s operation. Besides Karlshamn, STS has storage capacity in four other Swedish ports, one Norwegian port and two in Iceland. STS is Sweden’s largest independent oil storage company.



e future at the Karlshamn Conference!



Anders Refsgaard, vice president DFDS A/S.

“Investing in Karlshamn for increased volumes and increased comfort”

“We are working in close collaboration with Port of Karlshamn to further develop the port for the future with regard to volumes, comfort, safety and other significant factors. To increase collaboration with different players at both ends of the line to fulfil the expectation of customers also forms part of our goal,” says Anders Refsgaard, vice president DFDS A/S.

“We can see a development towards increased focus on intermodality and this is where Port of Karlshamn has made important investments. With the increase in wages in the east, it will become more likely that semitrailers are sent on the ferries without drivers.

“In general we are focusing on questions regarding safety and digitalisation - increased safety in the terminals, combined with less paper, quicker check-in and handling whilst in port - these are challenges we are working intensively to solve.”

“Logistics is decisive”

Magnus Nilsson, Manager of Volvo Cars business in Olofström.

“We are where we are. This is why logistics is a decisive factor. The development of the South-east Link to Karlshamn is very important to us. Karlshamn is our port for Scandinavia with an opportunity for rail connections to China using the Trans Siberian Railway,” says Magnus Nilsson, Manager of Volvo Cars business in Olofström. 2015 was an all-time-high and developments still look very positive. Another 350 employees have been engaged in Olofström.



“Karlshamn is best for us”

Måns Johansson, Deputy CEO of VIDA and MD of VIDA Wood.



“We have examined logistics in the last few years and have found that Karlshamn is best for us.

We have sent approximately 300,000 m³ via Karlshamn in 2015 and are still seeing growth. The volume may increase by a further 100,000 m³ inside about a year,” says Måns Johansson, Deputy CEO of VIDA and MD of VIDA Wood.

“We see a positive future in Karlshamn, a port with confidence in the future, business thinking and a willingness to invest.

VIDA is a global player - to export is a necessity. Logistics and flexibility to meet the fluctuations of world markets are vital.

“VIDA has a long-term aim to increase its proportion of rail transport, which is currently 25 per cent of our total of 120,000 transports. VIDA currently owns 150 rail cars. For us it would be ideal to send containers through Karlshamn. We look forward to getting such traffic started, together with other players in the region,” underlined Måns Johansson.

The VIDA group annually processes 1,400,000 m³ timber into construction timber for house building and packaging as well as energy. We have 900 employees and a turnover around euro 500 million.

“Investing billions in Karlshamn”

Stefan Sandberg, Södra Cell

700 million in 2015 and plans for a further 1 billion SEK during the coming years is Södra's investment in the facility at Mörrum/Karlshamn. The manager of the facility, Stefan Sandberg outlined the initiatives.

He also concluded that our media habits affect the operation of the facility. 15 years ago, 50 per cent of production went to newspapers. Now this proportion has been halved. It is the facility's production of pulp for textile production that is currently increasing. Approximately 130,000 tonnes of textile pulp and 250,000 of paper pulp is currently being produced. Stefan Sandberg also concluded that having the large port of Karlshamn in the vicinity helps to make Mörrum closer to the customers in Europe.

Stefan Sandberg, MD for Södra Cell's facilities at Mörrum/Karlshamn. Recently the Board of Södra decided to carry out the planned billion investment in the facility.





Karlshamn's Hamn
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Questions, suggestions and feedback are always welcome.

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KGH now with customs service in Karlshamn!

KGH Customs Services in an independent supplier of customs services. The company has 40 service locations across the whole of Europe, 700 employees and serves 14,000 company clients with more than 1.4 million customs declarations a year. There is now also an office in Port of Karlshamn!

“We believe Karlshamn will become a hub for eastbound traffic. Development is stable and we can see that what is important to us for the service in Karlshamn is in place,” says the company’s MD Vidar Gundersen.

“We are looking at Port of Karlshamn as a forward thinking, progressive player we would like to continue to work with.

“Swedish Customs is in general reducing its local services and centralising the operation. This assumes that there are other reliable operators, like us, to carry out the work the clients require. We are now able, in collaboration with Karlshamn Port, to offer services that are necessary for handling goods and we are prepared to invest further in line with coming demands,” says Vidar Gundersen.

“KGH is neutral and focuses totally on customs, which is the effect of not physically handling goods. This is especially important to half of our customers who are specialists in physical transport of goods, where our neutrality guarantees that sensitive information stays in our offices. We are able to offer our customers assistance with: Customs Declarations, Accountancy & VAT, Customs Consulting, Customs Academy and Border Services, where we offer governments across the world assistance with all types of queries that involve cross border activities including security, IT and customs handling. Initially it is Declarations and Customs han-



KGH Customs Services were present at the Karlshamn Conference and presented their operations. Left to right MD Vidar Gundersen, Development Manager Peo Löfgren who is also the manager of the Karlshamn office, sales person Johan Lundahl and Viktoria Karlson, who staff the office at Karlshamn.

Vidar Gundersen also made sure that the delegates were made aware of the enormous changes to the customs regulations that come into force during this year. "If you do not adhere to the new requirements you risk considerable delays to your goods. This is what we can give assistance with, among other things" said Vidar Gundersen.

dling that will be carried out in the office at Karlshamn.

50 YEARS OF NORWEGIAN HISTORY

KGH was founded in the early 1960s by the entrepreneur Karl G Hansson who lived very close to the border between Norway and Sweden. He observed daily that the queues of trucks became longer and longer and the border crossing became slower. He spoke to the truck drivers and the customs officials in both countries and observed the large gap that existed between the two largest players at the

border crossing. Being an entrepreneur, Karl G Hanson observed the need for an independent party and decided to establish a company, KGH, to bridge the gap and function as an intermediary for customs on one hand, and the importer and exporter on the other. Today, nearly fifty years later, KGH is still the largest Customs Agent on the border between Norway and Sweden. KGH is also now an important player around Europe.

You can find more information about KGH and the operation at www.kghcustoms.com

America line from Karlshamn

Grieg Star Shipping now makes regular regular calls in Karlshamn as part of its Atlantic service to and from the US east coast: Baltimore, Wilmington NC, Savannah, Port Canaveral, the US Gulf Coast; Houston and Mobile, as well as Altamira in Mexico.



“This extended service strengthens Grieg Star’s presence in the Baltic. Following the successful introduction of monthly calls to Poland (Gdynia) 3 years ago, we now look forward to presenting our unique product and service with direct calls to Swedish clients with project and breakbulk cargo,” says Gerrit Hartman, Commercial Director, Grieg Star in Gothenburg.

Grieg Star’s project cargo division provides ocean transport services and logistics solutions for shipping power equipment (generators and turbines), wind energy equipment (towers, wings, nacelles), oil and gas equipment, yachts, cranes, cargo handling equipment, ship equipment and other breakbulk cargo as well as ISO standard or non-standard containers and rolling loads, such as agricultural, construction and mining machines..

The agent for Grieg Star Shipping in Karlshamn is Becoship AB.

“Lithuanian Baltic Tiger economy is roaring”

“Lithuania is a tiger in the European zoo. The future looks bright for this country, which chose a completely different path from Greece. Investors and companies - look here!” This is the introduction to an article by Henrik Mittleman in Dagens Industri.

In the article you can read that payroll costs corresponds to one fifth of the Swedish and it is still unskilled work in industry that dominates, but they are quickly moving up the food chain. The country is attracting more and more start-ups in, for example, IT and bio technology.

Corporate tax is between 0 and 15 per cent and income tax is a flat 15 per cent whatever the income. Henrik Mittleman concludes his article with “Hats off to the Lithuanian people. And to the friends of fiscal doping - there are no shortcuts.”

From Pripps quay in Bromma by boat to Karlshamn and onwards to South Korea!

“Of course we reacted to the odd load address for shipping,” says Pär Carlsson, salesman at Port of Karlshamn, who received the quotation enquiry from project manager Håkan Henriksen at the Svizza AB company this autumn. The assignment involved unloading parts for a wind tunnel, arriving by coastal shipping from Bromma to Karlshamn. Then storing and making arrangements for modification of the wind tunnel in the harbour. And then loading onto a larger ship for transporting to South Korea.

“The key factor in this assignment was our large mobile crane. Thanks to this resource it makes us very competitive. It was obviously very important to be able to offer a good landing stage where Svizza has been able to undertake modifications to the wind tunnel,” says Pär Carlsson.

Svizza AB is an independent company that offers services involving heavy industry equipment. It installs, moves, maintains, repairs and rebuilds equipment for clients in many different industries and has regular assignments around the world.

