

NEWS

THEME Growth and expansion
Green rail freight on the increase
Northern Harbour paving the way for growth
Samtank stores more bioethanol

NEWS FROM COPENHAGEN MALMÖ PORT ● No 3 2010





PHOTO: JOHAN RAMBERG

They have the environment in focus

Environmental aspects are important for Green Cargo, where 91 per cent of freight is carried by electrically-powered trains.

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They are receptionists and in many respects CMP's heart in Malmö.

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With growth in view

IN THIS ISSUE OF CMP NEWS we have growth in view. After a tough time with both the financial- and economic crises, we are now starting to dare to hope for better times with increased volumes of goods in our terminals. For us at CMP growth is also something that goes beyond the current state of the market – growth is just as much about the initiatives that will make us successful in the longer term. Obviously, I am referring to Northern Harbour, which is currently by far our largest investment – one that will be operational as early as next year. Our cargo capacity in Malmö will be increased fivefold at a stroke. At the same time we will be effectively linking up the Combi-, RoRo- and Container terminals. All in all it will create fantastically exciting opportunities both for us and for our customers and collaborative partners. In the next stage we are placing great expectations on the logistics centre that Malmö City Council is planning in Northern Harbour, where the dialogue with companies and investors is fully underway.

ON THE SUBJECT OF FUTURE INITIATIVES, I would also like to flag up the new cruise terminal in Copenhagen. It will be completed by 2013 and will take our cruise operation to new levels. At approximately 1,100 metres long, the quay will improve our possibilities of providing service for both cruise liners and passengers. The capacity will increase and we will have no problem in receiving 500 calls a year, a substantial increase compared with the current situation. Furthermore, environmental management will be improved in that it will be easier for us to handle both black- and grey water from the visiting ships.

ONE EXCITING ARTICLE in this issue concerns rail services, a rapidly expanding area for us. In just a couple of years goods volumes via rail have increased tenfold and we are observing a continued promising development in this area. Let me also recommend the interview with Mikael Stamming from the Öresund Committee. Mikael addresses some of the fundamental driving forces in the integration that has characterised our region in the last ten years – driving forces from which we will also derive benefit during the next ten years so that growth within CMP and the Öresund region as a whole can reach new heights.

Happy reading!

Johan Röstin, CEO for CMP

CMP News is distributed by Copenhagen Malmö Port AB (CMP). A web edition of this newsletter is available in Danish, Swedish and English at www.cmpport.com.

Distributor: Johan Röstin.

Authors: Nils Francke, Kajsa Jacobsson, Fredrik Lilieblad and Lotta Solding.

Contact address: CMP, Terminalgatan 18, Box 566, 201 25 Malmö, Sweden.

CMP, Containervej 9, Box 900, 2100 København Ø.

Subscription: Anette Lindgren, anette.lindgren@cmpport.com.

Production: Helium. Print: Holmbergs.

Read more about CMP at www.cmpport.com.



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PHOTO: PETER LYDÉN

The environment

in focus at Green Cargo

Environmental aspects are on top of the agenda at the logistics company Green Cargo, which is an important collaborative partner for CMP. 91 per cent of its shipments are by electric-powered trains and Green Cargo's entire freight operation has the Good Environmental Choice label.

"WE CAN TAKE CARE OF OUR customers' simple shipments from one point to another, but we can also deal with advanced logistics arrangements where we take responsibility for the entire operation", says Mikael Nilsson, product line manager at Green Cargo.

"You could say that we refine the customers' goods", he continues. "A reel of paper is not worth much in the warehouse, but when it is in place to print a newspaper at a printing works in Rome, it is invaluable."

PER TENGÅ IS BUSINESS MANAGER within the intermodal area:

"Our aim is to supply first-rate services. Clearly, we have to make money, but our services must be sustainable and take the world at large into account, both in terms of people and the natural environment."

"We also have a high safety profile in order to avoid accidents – whether it involves rail or road freight", he continues. "Our aim is to keep on reducing the number of incidents, among other things we are working hard to bring speeds down, and we operate green driving in relation to both road and rail."

The collaboration with CMP entails CMP owning the track system and Green Cargo paying for use of the tracks. And some of the trucks from CMP continue onward by rail – via Green Cargo – to various destinations.

Green Cargo is a national and international logistics company, with some 3,000 employees. Besides transport- and logistics services the company also offers services within so-called third party logistics, which means that they operate warehousing for various companies.

Green Cargo is owned by the Swedish government and was formed when Swedish State Railways was converted into a company on January 1st 2001. Today the company has almost 70 per cent of the rail freight market.

"WE HAVE AROUND 1,500 CUSTOMERS", says Per Tengå. "SSAB, Stora Enso and Volvo are among the largest. The bulk of the overseas freight goes to Germany, Norway and Italy. About 80 per cent of our revenues derive from rail transport."

Mikael Nilsson is keen to talk about the new intermodal commuter train run by the company that started operating between Malmö-Krefeld and Malmö-Hannover last summer – six nights a week in both directions.

"We take lorry trailers. Getting the hauliers on board for this has been sluggish. It is important that we stick to the times as strictly as the lorries do. And think about the environmental benefits; one train takes 30 trailers. If the commuter traffic makes a good impact I can see us expanding the service to more destinations in the future."



PHOTO: DENNIS ROSENFELDT

Environmentally-sound transport starts here

The huge storage tanks belonging to Samtank at Prøvestenen in Copenhagen hold more than just oil and petrol products. Some of the tanks now hold environmentally-sound biofuel.



PHOTO: DENNIS ROSENFELDT

"Although we noticed a downturn due to the financial crisis in 2008-09, it's clear that things have picked up again," says Asbjørn Karlsson.

"PETROL MUST NOW CONTAIN 5 PER CENT bioethanol as part of a complete environmental package to reduce CO² emissions. For that reason we have been adding bioethanol to petrol since June this year," says Asbjørn Karlsson, Managing Director of Samtank A/S.

The bioethanol is best added to petrol as late as possible before reaching the consumer and being pumped into a vehicle's petrol tank. Samtank has therefore allocated a portion of its tank capacity for storage of denatured ethanol and has invested in new automatic mixing systems that add the ethanol to the petrol as it is pumped into customers' tankers.

From June 2011, in accordance with legal requirements, Samtank will also begin mixing 7 per cent bio-oil into diesel oil.

"Methods have been developed to mix bio-oil into the diesel oil at the refineries, but shipowners weren't happy about carrying the mix on board, so I expect that we will have to do the mixing here instead."

SAMTANK PROVIDES STORAGE FACILITIES for Danish petrol and oil companies, with storage tanks at seven Danish ports. The facility with the greatest storage capacity is at Prøvestenen in Copenhagen; it can hold 360,000 m³ of oil and petrol products. Customers collect these products by tanker or ship.

"We have a turnover of around 1 million tons annually, and although we noticed a downturn due to the financial crisis in 2008-09, it's clear that things have picked up again," says Asbjørn Karlsson.

Samtank is owned by the oil companies Uno-X and OK, but works with the majority of Danish oil companies, as well as a few international ones. In Copenhagen, Samtank also works in partnership with oil company Total to deliver aviation fuel to Copenhagen Airport using environmentally-sound transportation direct from Prøvestenen to the airport.

There are a lot of safety regulations to comply with when handling oil products, which is why Samtank is currently reviewing safety at its facilities.

"The preparation of safety reports is a regulatory requirement, and it is a process characterised by excellent cooperation with the authorities and CMP. So far, we have received approval for one of the facilities at Prøvestenen," says Asbjørn.

FACTS: Samtank A/S

Samtank A/S was founded in 1988 as a warehousing company for liquid bulk products, specialising in oil and petrol products. It has 20 employees and 11 tank facilities in seven Danish cities: Copenhagen, Frederikshavn, Aalborg, Aarhus, Esbjerg, Fredericia, Nykøbing Falster. The business is owned by the oil companies Uno-X Energi and OK. Its headquarter is in Aarhus. Samtank handles 40 % of Denmark's petrol market and 30 % of its oil market.
www.samtank.dk

Broad investment in growth

CMP is currently making major efforts to expand and increase growth in Copenhagen and Malmö. In the coming year substantially in excess of one billion Swedish kronor will be invested in new terminals and port installations. CEO Johan Röstin says more about the company's future plans.

AN ATTRACTIVE AND EXPANSIVE REGION in Northern Europe and a port and logistics company with clear ambitions for growth in the next few years – these are two of the preconditions when CMP considers the future.

"Moreover, we are offering companies in our industry something they won't find anywhere else in the world – access to new land at our port. And we can adapt the site to suit the needs of customers and collaborative partners. This represents a considerable competitive advantage", says Johan Röstin, CEO of CMP.

The largest growth project is Northern Harbour in Malmö, where CMP and the city of Malmö is investing SEK 900 million in three new terminals. The cargo capacity will increase fivefold when these facilities are opened in 2011. At the same time space will be freed up that can be used to further develop the car operation in Malmö.

"Together with Malmö City Council we are making plans for a substantial development in Northern Harbour, with the joint goal of establishing exciting new companies that will both create more jobs and increase goods handling," Röstin emphasises.

THE MARKETING OF NORTHERN HARBOUR and the opportunities that are being created there will now intensify. For example, during the autumn CMP and Malmö City Council are participating in the World Expo in Shanghai.

"There are already plenty of Northern European companies with headquarters and other operations in the Öresund region. The World Expo will give us the opportunity to introduce this region to interesting companies and even more international investors," says Johan Röstin.

The fact that growth in the Baltic region – CMP's main market – is once again starting to take off is also part of the scenario. A recent market analysis from Swedbank indicates that GNP in the region will increase by 2.6 per cent this year and by some 3 per cent during 2011.

The cruise operation is another focus area. During the past years cruise traffic has multiplied and in 2009 comprised about 675,000 passengers. Almost all cruise liners in Northern Europe go to Copenhagen, where CMP will be opening a new cruise ship quay in 2013.

"We will have 310 calls this year and more than 350 during 2011 so this expansion is important for us", Röstin observes. "The new cruise ship quay will be large and ultramodern. We can receive 500 cruise ships per year and further improve the passenger service."



PHOTO: DENNIS ROSENFELDT

THE EXPANSION OF THE OPERATION is sustainable in the long-term, which means that the environmental aspects are always included.

"Environmentally compatible solutions are a strategic choice and not something we are going to let slip", Röstin says. "Malmö and Copenhagen reduce our environmental impact, for example, due to the fact that the new, improved infrastructure will provide faster docking at the RoRo terminal in Malmö. Furthermore, road haulage will be removed from central Malmö when Northern Harbour is operational."

"The initiative in Northern Harbour also means that more and more goods will be moved over to rail", he continues. "In just a couple of years our goods handling via rail has increased more than tenfold and this development will only continue."

Fixed facilities for waste water from ships are being built at the new cruise ship quay, and this will also reduce the company's environmental load.

To finish up then Johan – what else is there to indicate a positive development and strong growth within CMP during the next few years?

"The fact that we have several different spheres of business that are both generating more growth opportunities and making us less vulnerable to cyclical fluctuations, he says. Moreover, we have strong and committed owners who are prepared to invest and continue to back CMP – it feels good to have them behind us now that we are looking ahead!"



Boost for

container operation

in Malmö

Fast and flexible goods handling where the right unit must always be in the right place at the right time – that's the container operation in a nutshell. A new, ultramodern container terminal is being built in Malmö that will enable CMP to increase volumes and, not least, further develop the service for customers.



PHOTO: JOHAN RAMBERG

Björn Larsson is head of the container operation in Malmö.

A CONTAINER THAT IS LIFTED OFF a ship and then "parked" in the terminal to await transportation to a company, or perhaps a shop. That's what happens every day in ports throughout the world – including here at CMP. Copenhagen is clearly the largest, handling about 120,000 containers every year, while Malmö handles about 30,000. The vast majority of goods that arrive in containers are products for use in the local markets in the two cities.

"Naturally, we also have large container customers such as Danisco and Polykemi, however in general it can be said that the containers contain everything under the

sun that the residents of Malmö need on an everyday basis," says Björn Larsson, head of the container operation in Malmö.

Björn has 13 colleagues to assist him, and together they ensure that the process runs smoothly. Container ships call Malmö twice a week and on each occasion an average of 150 containers are loaded or unloaded. Handling the flow of goods in a way that is as smart and well planned as possible is a challenge. The right container must be in the right place at the right time to avoid CMP or the customers losing tempo and being forced into a lot of unnecessary handling.



PHOTO: DENNIS ROSENFELDT

major difference compared with today when our staff often have to "guide" them into the terminal area", says Björn. "The time saving may well mean that the drivers have time for an additional run compared with today."

HOWEVER, IT'S NOT JUST ABOUT MOVING the container operation to a new port. Increasing growth and volumes is at least as important.

"We want to expand our geographic market and become a larger regional player than we are at present", says Bart Steijaert, who is responsible for CMP's port- and stevedoring operations. "We would quite simply like more goods that are intended for the region to have their base here in Malmö. The more modern technology and improved service in the new container port will make it easier to achieve this goal."

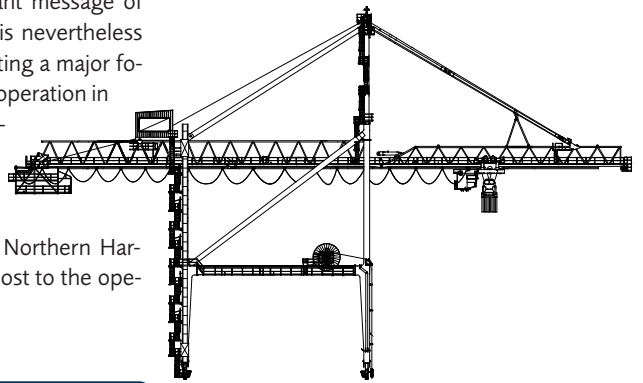
Both Bart and Björn are consequently putting more time into canvassing new and old customers in order to further develop the business.

"The challenge is often to get through to the right people, i.e. the key individuals in large, international organisations who take the decisions on how their logistics flows are organised", Steijaert says.

Rail is an example of an area that might have increasing significance in the future, particularly as a combi-terminal is being built in Northern Harbour, where entire trains can be loaded and unloaded smoothly.

"It entails finding new routes and exciting new market niches. Handling empty containers via rail is one interesting area where we will now have the option of moving the locations forward", Björn observes.

"The most important message of all to the customers is nevertheless that CMP is now putting a major focus on the container operation in Malmö", he concludes. "We have the expertise, technology and capacity that is required and Northern Harbour will deliver a boost to the operation as a whole."



"The knowledge that our guys have is probably one of our main competitive advantages," Björn stresses. "We work in restricted areas and so things have to be right from the beginning in terms of loading, unloading and stowage. Our motto runs "what is simple for me is simple for someone else as well" and I feel that it captures the team spirit and commitment well."

NEXT YEAR WILL SEE MAJOR CHANGES in the container operation. A new terminal is currently under construction in Northern Harbour and will be put into operation in autumn 2011. Björn uses the word "upgrading" to summarise what the new terminal will mean.

"We will start using new and more modern technical solutions that will simplify handling both for us and the customers," he says. "The fact that the terminal is better located also means that the approach for the container ships will be easier, which will save time."

Time will also be saved as a result of the new container crane that has been purchased. As the new crane will have a greater capacity and will lift more quickly, productivity in the container port is expected to increase by 20 per cent. A so-called Autogate for automatic arrival and departure of the trucks is also under construction at Northern Harbour, and will produce faster flows. New technology will also make things easier for the drivers who are collecting or depositing containers in the port area.

"There will be an information kiosk at the entrance where it will be simple for them to find out exactly where in the area they have to go. This will represent a

New container crane in the port

It has a capacity of 45 tonnes, can lift almost 30 metres above the quay and is expected to increase productivity in the container operation in Malmö by 20 per cent – this is the new container crane for Northern Harbour. The crane is being manufactured by the Liebherr company and will cost about SEK 50 – 55 million.

Modern technology

"We are now acquiring new, modern equipment that can lift both more and faster than our old crane", observes Bengt-Olof Jansson, CMP's General Manager for Technology. It will deliver improvements in both productivity and accessibility when the container operation moves to Northern Harbour in 2011."

"Furthermore, our new crane has lower electricity consumption at the same time as the more modern technology will facilitate operations and maintenance work in the future", he continues.

"This type of crane is also called STS, which stands for Ship-To-Shore. It is being built in Ireland and to some extent customised according to CMP's requirements, e.g. in terms of the height of the quay and the depth of the water in Northern Harbour. The crane will be on site in Malmö in September next year."



PHOTO: DENNIS ROSENFELDT

A decade of

integration and opportunities

The Øresund Region we know today would not exist without the Øresund Bridge. This year it will be ten years since the Øresund Bridge opened to traffic, bringing the idea of a more cohesive region straddling the Sound one step closer.

"THINGS WERE A BIT SLOW to start with, but the work of the Öresund Committee and the information service ØresundDirekt, as well as funding from the EU's Interreg initiative, helped to get integration off the ground," says Mikael Stamming, Director of the Öresund Committee.

Any doubts were quickly forgotten. Bridges create opportunities, and over the course of the first ten years Danes and Swedes have discovered the benefits of new homes, jobs and shopping on both sides of the Sound. The Øresund Bridge has become an indispensable piece of the region's infrastructure, and mentally it is a reality for the region's inhabitants.

"Integration is continuing as we speak. Despite the toughest economic period this region has seen since the 1930s, commuter numbers have remained stable, and each month several hundred more Swedes travel to work on the Danish side. That certainly says something about the vitality of this integration."

PRIOR TO THE BRIDGE OPENING, there were 2,000 commuters crossing the Sound – that figure is now 20,000. Mikael Stamming is one such commuter, crossing the bridge every day to work in Copenhagen.

"Most people are commuting from Skåne in Sweden to a job on the Danish side, but they aren't all actually Swedes. In the last decade, a lot of Danes have moved to Malmö to take advantage of cheaper house prices. Around 24,000 Danes now reside in the Malmö area, with most working in or around Copenhagen.

"This means there is also valuable cultural integration in the Øresund Region, with Danes living in Skåne and Swedes working in Copenhagen. But it all happens very quietly," says Mikael.

AS FAR AS TRADE AND INDUSTRY is concerned, the Øresund Bridge has long provided increased scope for expanding the market on the other side, opening new businesses, and entering into new partnerships.

"One of the best examples is Copenhagen Malmö Port. Cooperation between the ports in Copenhagen and Malmö would never have come about without the bridge. Today, it's a roaring success and, in terms of logistics, one of the best examples of the flexibility provided by the bridge.

"Access to a well-trained workforce gives companies a greater chance of employing staff with the right skills for the job. And it's not only regionally where this is important. The Organisation for Economic Cooperation and Development (OECD) has said quite plainly that Copenhagen is too small by itself, but that it is capable of attracting international investment when combined with the whole of Zealand and Skåne."

CONTINUED BARRIERS TO DEVELOPMENT. It is one thing having plans for the region, but it is quite another ensuring that the two countries are doing everything they can to promote regional development. There are persistent problems with, for instance, pensions, early retirement, maternity pay and health insurance. For Mikael and his fellow Öresund Committee members the next ten years will be about removing some of the administrative barriers that stand in the way of a fully flexible housing and labour market in the Øresund Region.

"For example, there are signs of a democratic deficit – of Danish citizens who move to Malmö not being allowed to vote in the Danish general election," explains Mikael.



PHOTO: DENNIS ROSENFELDT

"In terms of logistics, Copenhagen Malmö Port is one of the best examples of the flexibility provided by the Øresund Bridge," says Mikael Stamming.

Car sales slowly returning

After a substantial decline during the recession, car sales are once again starting to pick up. This is noticeable in the Malmö terminal, where the number of cars loaded and unloaded has increased sharply during the first six months of the year, compared with the same period in 2009. One of the parties involved in car transports in the port is the logistics and freight broking company Ingstad & Co.

"BY THE END OF JUNE this year we had loaded and unloaded 113,710 cars that arrived by boat, compared with 75,094 cars during the same period last year. Of course, that figure could have been three times higher, but nevertheless, it feels like the tide has turned. The automobile industry is often in advance of other sectors", says Fredrik Friberg, terminal manager for cars at CMP.

Even though it is possible to talk about a reverse in the trend, this year's figures are a long way from those of the good years. In the first six months of 2007 a total of 217,864 cars were loaded and unloaded in the Malmö terminals. Of the cars that arrive in the port, approximately half stay to be sold in Sweden, Denmark and Norway. A large proportion of the cars that are shipped onward have Russia as the final destination.

Lennart Göransson, shipping agent at Ingstad & Co, has been working in the port since 1959 and at Ingstad & Co since 1999. The company acts as agents for the large Japanese shipping company NYK, among others.

"In my opinion car imports will continue to increase. However, it won't happen quickly; it's going to be a long uphill climb. There is also a large market in the East that we are happy about", he says and continues:

"We can transport anything whatsoever, via all conceivable means of transport, to or from anywhere on the planet. We have long experience, are good at logistics and have a lot of contacts throughout the world."

INGSTAD & CO HAVE BEEN COLLABORATING with CMP for many years, in a number of different contexts. It might involve storage, unloading and loading, for both



PHOTO: JOHAN RAMBERG

Unloading of new cars at the terminal in Malmö

joint and individual customers.

"The collaboration with CMP works very well. They are service-minded and capable and always respond quickly when you want them", Göransson says.

FACTS: Ingstad & Co

Founded in 1873, Ingstad & Co has been owned by the Ingstad family since 1923 and is currently managed by Ingmar Ingstad. It transports all kinds of freight, using all modes of transport, throughout the world. The company has offices in Malmö, Lithuania and China, as well as agents in all the world's ports. Their major areas include international transportation of animals, above all transporting horses by air.
www.ingstad.se

PHOTO: JOHAN RAMBERG



Securing cars on trains for onward transportation in Sweden

A priest on the side of the seafarers

Jan Bergendorf is seamen's chaplain in Malmö. He grew up beside the water and feels at home in the port environment. Meeting people from all over the world, and moreover, getting the chance to share their innermost thoughts and helping them in various ways, gives a sense of satisfaction.



PHOTO: DENNIS ROSENFELDT

Jan Bergendorf has been seamen's chaplain in Malmö for 17 years.

"AFTER ALL, I AM ONE OF THOSE PEOPLE who believe in the existence of God, and my suspicion is that what I am doing now is what I am supposed to be doing; that I have a mission to fulfil. Helping people is rewarding", says Jan Bergendorf.

The Church was an early provider of care for seamen. Seafarers have always been a vulnerable group. As early as the 1600s priests journeyed with merchant vessels and during the war years the seamen's chaplains fulfilled an important function.

"In many respects we are living on old achievements. As a seamen's chaplain today you operate within a particular geographic location. For me, Malmö port is my principal responsibility. Although Skåne's south and east coast are also included, and Copenhagen is not far away", Jan says.

FACTS: The Seamen's Church in Malmö

The Seamen's Church has been in existence in Malmö since 1928. Today the operation is run by the Seamen's Church Foundation in Malmö. Since church and state went their separate ways the operation has been under the supervision of the County Administrative Board in Skåne County. Four of the Foundation's board members are appointed by the bishop and Jan Bergendorf is also linked to the bishop through his ministry. After more than eighty years the activities of the Seamen's Church are under threat of closure. CMP is supporting them by taking care of book-keeping and payment of salaries. How the operation is to be financed in the future is uncertain; negotiations are in progress.

As the number of ships docking at Malmö port increases, Jan Bergendorf has found finding the time to go on board them all increasingly problematic. He visits as many as he can and often takes along daily papers from the sailors' native countries.

"Almost half of all the seamen in the world are Filipinos. They belong to the Roman Catholic Church and are very positive towards me going on board."

Jan Bergendorf's ship visits usually entail meetings and conversations about life's big questions. However, just as often it concerns various kinds of practical issues that might arise.

"As a seamen's chaplain I go aboard for the sake of the mariners, and in order to ensure that they receive as good a service as possible in Malmö's ports I work in collaboration with organisations including the Swedish Maritime Administration's Seamen's Service. They visit just about all ships, even the ones that I don't get round to. Through them the seamen can also make use of what's on offer at the Kockums Fritid leisure centre."

The work as a seamen's chaplain also involves meeting people who are in distress. Occasionally Jan Bergendorf performs funeral services.

"Being present at a funeral service is an important duty. Interments at sea are moments that cannot be repeated and it's important to know what you're doing. Among my most difficult tasks has been telling relatives that a loved-one has died."

CSR with the marine environment and shipping at centre stage

The blue sea is the constant theme in CMP's work concerning corporate social responsibility (CSR). During 2010 new guidelines are being produced to clarify this focus.

"The work on CSR is targeted at activities that lie outside statutory and contractually agreed requirements and that concern areas with a link to the marine environment and shipping", says Lenart Pettersson, vice CEO of CMP.

For example, the company supports the merchant navy's Welfare Board in Denmark and the corresponding organisation in Sweden, as well as the Swedish Seamen's Church. CMP also sponsors environmentally-related research projects and takes an active part in the programmes at the World Maritime University.

"The fact that we are now producing clearer guidelines for CSR facilitates our internal work, but also demonstrates to external stakeholders what types of activities we might consider supporting."

Sugar is blown on board

A brand new loading method is being employed at Swede Harbour in Malmö. Granulated sugar is being blown aboard a large vessel via long hoses – a procedure that takes up to a fortnight.

CHL Innovator from Singapore is a specially-built vessel that can carry up to 20,000 tonnes of sugar. The sugar comes from Örtofta outside Malmö and is transported by lorry to the port. It takes almost two hours to empty one lorry, loading a total of 65 tonnes per hour – round the clock.



PHOTO: DENNIS ROSENFELDT

"This method of loading is time-consuming, but it's cheaper to transport the sugar loose than in sacks on pallets as is usually the case. Quite simply, it provides more space, and the sugar is protected by the hoses, so the weather has no effect. In addition, there's almost no spillage", says Göran Sjöström, Commercial Manager at CMP.

He believes that this method of loading will also be used in future for other bulk goods in powder form, such as coal, salt and sand.

Oil – new area

General Manager Brian Kristensen has been appointed head of the Oil business area.

It is a role that entails more than just taking responsibility for the oil terminals in Malmö and Copenhagen, which together comprise the largest terminal for liquid bulk in the Öresund region. As General manager for "Oil" he also has responsibility for all activities within

dry-bulk in Copenhagen.

"We have several exciting projects on the go. Among other things we will soon be taking over an area of 180,000 m² at Prøvestenen in Copenhagen. Together with existing and new customers we are going to develop this area into good reception and storage facilities, with proximity to the large construction projects that are underway in the capital region", says Brian Kristensen.

In common with many others within CMP, Brian Kristensen started his career at sea. He trained as a navigator and naval officer at A.P. Møller, where he sailed with oil and gas tankers for a number of years. In 1996 he was employed by Copenhagen's Port, where he worked in the Maritime Service. During the last ten years he has worked with the Free Port and stevedoring, the last six years as head of the "Container" business area.

"Now I'm going to be working with oil and gas again and I have, as it were, closed the circle", says Brian.

CHL Innovator being loaded with sugar using a new technique. BIBO on the page means "Bulk in, bags out".



PHOTO: DENNIS ROSENFELDT

Brian Kristensen is head of CMP's business area, "Oil".

PROGRESS REPORT: Northern Harbour

Northern Harbour to be asphalted

The building work in Northern Harbour has now come more than halfway. The work started in April last year and spring 2011 is the date for inaugurating the new cargo- and ferry terminals. The area CMP is developing is about 450,000 square metres in size. The groundworks have continued during the summer months, but it is now the work of asphaltting that is at centre stage. The tempo remains high and all the asphaltting will be completed in November.

"Our three terminals are also starting to really take shape. The same applies to the so-called gate- and staff buildings in the area that are now almost completed", says Bengt-Olof Jansson, CMP's General Manager

for Technology. "The casting work is also finished. Since starting in 2009 we have poured a total of 4,700 cubic metres of concrete in Northern Harbour."

Automatic entrance

Work on a special customs building will commence later during the autumn, along with the erection of a so-called autogate - an automatic entrance and exit control for trucks in the area.

"Then in October/November the steel ramps for our new RoRo terminal will be installed", Bengt-Olof rounds off. The ramps are being built in China, but will be shipped to us in Malmö in September.

PROFILE: HELENA JÖNSSON AND CARINA NILSSON

The reception is at the heart of CMP

One has recently left. The other has only recently arrived. The common denominator is the job as receptionist in the heart of CMP in Malmö.

"THERE IS SOMETHING SPECIAL ABOUT A PORT", says Helena Jönsson with a dreamy look in her eye.

After her 44 years at CMP she is an obvious ambassador for the business. Though she recently retired her eagle-eyes still keep a check on everything taking place around the reception when she calls in for a visit.

"Of course I've been happy, you'd have to be mad to stay so long otherwise", she exclaims. "I started here in 1966 when I was 20 years old. We were located at Hjälmaragatan 1 and I really loved the old building. But it was good here at Terminalgatan too", she says, looking out over the trucks and trains in the port. There's a glimpse of Turning Torso in the distance.

"In the beginning I walked here. At that time you could walk through the port. Everyone waved – whether they knew me or not. A woman in the port was unusual at that time."

SO WHAT DOES A RECEPTIONIST actually do? Carina Nilsson has been receptionist at CMP for two years.

"We answer the phone, receive and sign in visitors, deal with the Staff Foundation's cottage in Sälen and the football- and theatre lotteries. We also take care of the mail and purchase of office supplies. In addition I translate texts between Danish and Swedish", she says and adds: "it's going to be quite after Helena, I'm going to miss the laughter and fellowship."

Just like Helena, Carina is cheerful and positive; she enjoys service and meeting a lot of different kinds of people – qualities that are invaluable for a receptionist. To start with she was a temp for Kontorsfixarna and was only at CMP two days a week.

"Every time I came to CMP it felt like coming home." So she didn't waste any time in saying yes when the offer of a permanent position arose.

HELENA JÖNSSON IS STRAIGHTFORWARD and engages in friendly banter with everybody.

"I started as a cartographer", she recounts, "but from the mid-90s I increasingly started to work in the reception."



PHOTO: DENNIS ROSENFELDT

She is happy to share anecdotes from her years at CMP. "In the early 70s I produced a diagram for an exhibition. The text was in Russian, but there were no templates for Russian letters, so we had to produce a template of the Cyrillic alphabet."

In 1985 a new map of the port was being produced. "We didn't have a large layout table so I was located at the Town Hall for a few months. When we received the first proofs the tracks had ended up out in the pool and I got really frightened, however it turned out that it had slipped during printing. It was a horrible feeling before I realised what had happened."

She falls silent for a while before continuing:

"But probably the strangest thing I did was making a template for a gravestone for a dog. I made it after work was finished."

As a pensioner she would like to maintain her friendship with colleagues at CMP and to learn how to use Facebook. Her children and grandchildren are also an attraction.

Helena and Carina on site at CMP in Malmö.