

Transport, Handling, Warehousing and Distribution of Forest Products

IFPTAJOURNAL

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ALL ROADS LEAD TO TARRAGONA! WELCOME TO TS 23: ANOTHER WORD-CLASS EVENT

Source: Port of Tarragona

Also inside:

Jaxport is working on expanding space
Savannah is setting the stage for a new era
Wilmington: The Port of personal service



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Thank you for meeting us in Tarragona.
We are looking forward to seeing you all again at
the 24th PPI Transport Symposium in ???





ROAD CONDITIONS ARE BECOMING A BOTTLENECK

By SUSANNE HAASE, Editor

After having driven almost 3,000 miles on US highways (*see stories on the ports of Jacksonville, Savannah and Wilmington in this issue*), my feeling was that along the East Coast, traffic is as bad as in Europe's busy regions.

However, even Scandinavia, a region with fewer inhabitants and more open space, has problems with roads. It is not that they would be congested in rural areas, but because they lack maintenance and thus cause problems in timber procurement.

In Finland, the extensive network of forestry roads is essential for the timber supply. And according to the Finnish Forest Association, the major portion of private roads is in need of an overhaul. But, to a large extent, this is not being done as public funding is not sufficient as an incentive.

Furthermore, the consumption of domestic roundwood has clearly increased in the last few years with new mills like Metsä Fibre's bio-product mill in Aänekoski in operation. It is likely that even more mega mills of this kind

will be built. This means that the use of roundwood is expected to even further increase in the near future.

Wood procurement from the forest to the mill is based on a network of private roads. There are about 365,000 km of private roads in Finland, and of those, 125,000 km are forestry roads. The extensive network of forestry roads was mainly built in the 1970's and 80's. Managed properly, a road will stay in adequate shape for 20 to 30 years, and after that will need a complete overhaul. If annual maintenance is neglected, the overhaul will become necessary sooner.

According to experts, the annual need for a major overhaul of forestry roads is for 3,500 to 4,000 km. Still, during the last few years work this has been done on fewer than 1,500 km per year. Hence, every year the repair deficit grows by at least 2,000 km.

The average cost of a major forestry road overhaul is EUR 15,000 per km. The Act of Financing of Sustainable Forestry allows a 50% subsidy, and in Northern Finland even 60%,

of the total costs of a forestry road overhaul. The sustainable forestry financing act requires that to qualify for a subsidy, a minimum of 30% of the traffic on a private road must be forestry-related transport. The load-bearing capacity of the road must also be sufficient for modern timber lorries.

At the moment the Finnish government has budgeted about EUR 7 million for subsidies to the overhaul of private forestry roads and about EUR 0.5 million for building new forestry roads. Last year, only EUR 4.3 million were paid out to completed road projects. But, as most forestry roads are managed by private associations majority decisions are taken based on voting rights, a mechanism that may also slow down road repair projects.

This example only underlines that there is more than enough food for thought for the forest products transport industry and I am already looking forward to engaged discussions taking place during TS 23 – when all roads lead to Tarragona!



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An eventful year in our industry

By ALAN BOG, IFPTA President

Tempus Fugit! How time flies! As I write this article, we are at the end of summer in what has been an eventful year in our industry.

It is also almost two years since we gathered in Savannah for TS22 and we are about to open the doors of TS23 in Tarragona. And it is two years since I took over as President of IFPTA.

We are going through a tumultuous period in the pulp market with a huge takeover, falling prices, huge port inventories the like of which

we have never seen before and a trade war. No doubt these issues will come up during the sessions in the Symposium.

By the time you read this we will know the result of our election to renew part of the Board of the Association. While we don't know the result, it is very pleasing to see that participation of members in the election has been good. Board Members play an important role in running the association and participate in vari-

ous committees which determine the strategic path of IFPTA.

The tender process for the next Symposium (TS24) venue is almost complete. I can confirm it will be in the US, as we continue our policy of alternating between Europe and North America. The venue will be announced at the IFPTA lunch in Tarragona.

I am looking forward to seeing many of you at TS23 and I wish you all a great Symposium.



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Presence in the mediterranea area was overdue

By ALAN BOG, IFPTA President

The first Symposium I attended was in Lisbon in 1985 and I have been to all of them since. Lisbon was the only time it has been held in Southern Europe and TS23 will be the first time the Symposium has been held in the Mediterranean area.

The Mediterranean is an important growth area for the transportation of Forest Products, with ports covering the Southern European markets, as well as trans-shipment hubs for the North African and Turkish markets. Our presence in the area was long overdue.

Our hosts, The Port of Tarragona and Euroports, have done a great job locally and will put on a splendid port tour and opening ceremony: Strong support from local partners is an essential element in putting on such an event.

Our port tour will give you an opportunity to see the developments in this thriving port, which was not on the map for pulp and paper a few years ago. The opening ceremony, in the Roman Amphitheatre will offer us a unique opportunity to visit this UNESCO World Heritage site and to sample the history of this wonderful city and to witness a Castell Exhibition.

On Tuesday we will begin the conference by putting the macro-economic situation into perspective. Lasse Sinikallas, Director of Macroeconomics at Fastmarkets RISI will discuss the overall social and economic situation and give his forecast for the next 12 months.

We wanted our sessions to reflect some of the major issues facing our industry, and our first panel certainly fits the bill. We will have a panel session on the impact of IMO 2020 regu-

lations moderated by Trond Baardsen and a team of experts. This will be followed by a panel led by Ana Paula Trilho discussing where ship-owners are heading with the increase in pulp production expected by 2022.

We are pleased to give Aliyya Mattoss of Paperseed a platform to promote her organization. This is a foundation doing great work and we would encourage you all to give them your support.

This will be followed by a session putting into perspective the Market in China. Turmoil in the pulp market in China this year had caused major waves in the industry this year, at the same time as major restrictions on the import of recovered fibre have come into play. Clearly this has a major effect on the shipping industry as well.

We have added a new concept to the programme with interviews with influential players from our industry. We are delighted to welcome Fabio Almeida, Head of Europe and Americas for Suzano, who will give some insight into the challenges facing one of the biggest pulp shippers.

Our second afternoon session will focus on railways. Railways are key players in the forest products supply chain. Our panel, moderated by Tom Mutz, will include presentations on the rail link between Europe and China, developments in European railways and a view of the challenges faced by North American rail users.

During the afternoon there will be time for networking in the exhibition hall. You will be

able to enjoy a drink as you mingle with the exhibitors. In another innovation, there will also be the opportunity to engage with panelists and moderators in round tables.

On Wednesday morning we will have the second of our interview sessions. This will be with Jyrki Ranki, Vice President of Maritime Logistics at Metsä Group. This interview will focus on innovations and the pressures on the maritime sector caused by growth in the Baltic region.

Rhoda Voth will then moderate a panel on ports and terminals. This panel will discuss where the future lies for terminals with panelists from three continents.

After the traditional IFPTA members lunch, where the new Board Members will be introduced, and we will announce the venue for TS 24, Targe Bock will moderate a session on digitalisation, with perspectives from shippers and shipping companies.

Our final session will concentrate on the Mediterranean. Moderated by Horst Kaupke, this panel will look at where the industry is located, how it is serviced and where it is developing. It will also focus on Turkey, which some have described as the new China.

Putting together the programme is a lot of work. I would like to thank my co-Chairman, Einar Didriksen for all his efforts, as well as Tom Mutz for his active participation.

Moderators and speakers put a lot of effort into this. Thank you to all of them and I do hope you will give them your support.

TRANSPORT SYMPOSIUM 23

WELCOME TO TARRAGONA

The must-attend event for anyone involved in the transportation, materials handling, or distribution of forest products.

Monday, 16 September, 2019

8:00-18:00 Registration

(Location: Alexandria Hall Foyer -
Port Aventura Convention Centre)

16:15-18:30 Port Tour (Transportation provided)

(Location: Cambrils Marina)

19:30-22:00 Welcome Cocktail Reception (Transportation provided)

(Location: UNESCO World Heritage site of the Roman
Ruins of Tarraco)

10:00-10:45 Managing aging fleets: Are existing carriers opening themselves up to competition?

Moderator: Ana Paula Trilho, Diretora, APT Group

Panelists: Joseph Santo, Managing Director, Iberia,
Hapag Lloyd
Kurt Erik Hjelset, Vice President, Commercial,
Saga Welco
Laurent Van der Voo, Commercial Director,
MSC
Robert Gayoso, Head of Chartering, South
America, Cosco

10:45 - 11:00 PaperSeed: Understanding the work of the foundation

Aliyya Mattos, Executive Director, PaperSeed

11:00-11:30 Coffee and Tea Networking Break

(Location: Alexandria 1 & 2, Exhibit Hall -
PortAventura Convention Centre)

Sponsored by:



11:30-12:15 How China is shaping the global pulp demand

Moderator: Alan Bog, President, IFPTA

Panelists: Ranjit Baxi, President, Bureau of
International Recycling
Tom Wright, Managing Director,
Hawkins Wright

12:15-14:00 Networking Lunch

(Location: Alexandria 1 & 2, Exhibit Hall -
PortAventura Convention Centre)

14:00-14:45 IFPTA Interview 2019

Interviewer: Alan Bog, President, IFPTA

Interviewee: Fabio Almeida, Head of Europe and
Americas, Suzano

Tuesday, 17 September, 2019

7:30-8:30 Registration and exhibit hall opens

(Location: Alexandria Hall Foyer -
PortAventura Convention Centre)

8:30 - 8:45 Welcome remarks

(Location: Alexandria 3, 4 & 5 -
PortAventura Convention Centre)
Alan Bog, President, IFPTA

8:45-9:15 Global macroeconomic outlook

Lasse Sinikallas, Director Macroeconomics,
Fastmarkets RISI

9:15-10:00 How will carriers adapt to IMO 2020 sulphur regulations?

Moderator: Trond Bardsen, Senior Vice President,
Operations, Saga Welco

Panelists: Aernaut Meijer, Director, North America,
Spliethoff
John Stirling, Director, Marine Technical,
World Fuel Services

14:45-15:30 How railways are evolving to meet the needs of pulp and paper shipping
Moderator: *Tom Mutz, Vice President, Global Business Development, Penn Warehousing & Distribution*
Panelists: *Anu Kujansuu, Marketing Director, Kouvola Cargo Handling*
Martin Reiser, Head of Pulp-Team, DB Cargo
Paul Terry, Director, Logistics & Sales Planning, Mercer
Joan Amorós, President, FERRMED

15:30-17:30 Dedicated exhibitor time, roundtable discussions & cocktail reception
(Location: Alexandria 1 & 2, Exhibit Hall - PortAventura Convention Centre)
Enjoy a cocktail reception and network with your fellow attendees within the exhibit hall.
Meet with the major suppliers to the industry and conduct all your meetings in one day to gain an accurate understanding of the most suitable and cost effective offerings in the market.
Join one of the relaxed roundtable conversations to understand how your industry peers view and are reacting to the major issues facing the industry.
Roundtable 1: New Competition in the Shipping Market
Conversation led by: *Ana Paula Trilho, Diretora, APT Group*
Roundtable 2: How the China Recovered Paper Ban is Affecting Regional Trade
Conversation led by: *Ranjit Baxi, President, Bureau of International Recycling*
Roundtable 3: Ask the Expert: Expected Economic Headwinds
Conversation led by: *Lasse Sinikallas, Director, Macroeconomics, Fastmarkets RISI*
Roundtable 4: Understanding the Opportunities within Tarragona
Conversation led by:
Genoveva Climent, Commercial Director, Port of Tarragona
Pablo Garcia, Managing Director of Iberia and Italy, Euroports

17:30 Close of Day One

Thursday, 18 September, 2019

8:30-9:30 Registration and exhibit hall opens
(Location: Alexandria Hall Foyer - PortAventura Convention Centre)

9:30-10:15 Presentation to be announced
(Location: Alexandria 3, 4 & 5 - PortAventura Convention Centre)

10:15-10:45 The Nordic Prospective - Coping with increasing capacity
Moderator: *Alan Bog, President, IFPTA*
Panelists: *Jyrki Ranki, Vice President Maritime Logistics, Metsä Group*

10:45-11:30 Coffee and Tea Networking Break
(Location: Alexandria 1 & 2, Exhibit Hall - PortAventura Convention Centre)
Sponsored by:



11:30-12:15 Ports and Terminals: Is the future in container?
Moderator: *Rhoda Voth, General Manager, North America, Saga Welco*
Panelists: *Anton Verbrugge, Chief Commerical Officer, Verbrugge Terminals*
Milind Balaji, Senior Supply Chain Manager, Georgia Pacific
Tony Tang, Director, Qingdao Port Pulp Logistics
Dave Lucas, Senior Vice President, Western Stevedoring

12:15-14:00 Networking Lunch
(Location: Alexandria 1 & 2, Exhibit Hall - PortAventura Convention Centre)

12:15-14:00 IFPTA Members Only Lunch
(Location: Sal Bosc - Hotel PortAventura)

14:00-14:45 Digitalisation and innovation within the supply chain
Moderator: *Targe Bock, Supply Chain Management, EMEA & APAC, Suzano*
Panelists: *Olaf Rathgeb, Chief Technology Officer, Fr. Meyer Sohn*
Angela Mercado, General Manager Transportation, Canfor

14:45-15:30 Mediterranean & Middle East
Moderator: *Horst Kaupke, Manager of Marketing and Sales, BLG Cargo Logistics GmbH*
Panelists: *Adermo Costa, Commercial & Logistics Director, Cenibra*
Antonio Rognoni, Director, Compagnia Portuale di Livorno
Emir Kisagun, Managing Director, Unirep
Pablo Garcia, Managing Director of Iberia and Italy, Euroports
Lucia Filippi, Operations Director, G2Ocean

15:30 Event Concludes

WELCOME OUR SPEAKERS

Welcome remarks



Alan Bog, President, IFPTA

Alan Bog has now been involved in Forest Products Handling and Distribution for more than 35 years. Since 2008 he has been based Commercial Director Asia for Euroports, based in China where he has been responsible for the Commercial development of the

Euroports facility in Changshu, which is one of the major pulp hubs world-wide, and more recently the start-up of their facility in Gaolan, South China.

Euroports is one of the leading terminal operators in the pulp and paper field, currently operating facilities all over Europe and in China.

Alan served 2 terms as a Board Member of IFPTA, and several years as Vice President. In 2019 he took over as President of the Association.

Global macroeconomic outlook



Lasse Sinikallas, Director Macroeconomics, Fastmarkets RISI

Lasse Sinikallas is the Director of Macroeconomics for Fastmarkets RISI. Lasse joined Fastmarkets RISI in August 2017 from a foreign affairs post which he held for the past decade. Lasse's early career background was in

forest products and he also worked in management consulting for Pöyry, IBM and Accenture. He has real-world insight into geopolitical economic analysis, international trade issues, country risk analysis, and the legal and regulatory environment, along with the forest products industry. Lasse holds Master's degrees in both Chemical Engineering and Economics and works out of Fastmarkets RISI's Helsinki office.

How will carriers adapt to IMO 2020 sulphur regulations?



Trond Bardsen, Senior Vice President, Operations, Saga Welco

Senior VP Operations & QA with Saga Welco AS since 2007. More than 40 years of experience in the shipping industry. Previous experience includes mgmt. and/or Captain roles at, Skuld P&I, Marine Services, Geco-Prakla, Cry-

stal Cruise and Kloster Cruise/NCL

Master Mariner, Marine Insurance and Maritime Law at the Norwegian School of Business (BI) and Maritime Law at University of Oslo (UiO)



Aernaut Meijer, Director, North America, Spliethoff

Aernaut Meijer started his career in 1987 with the Dutch Shipowners Company Spliethoff in Amsterdam giving him over 30 years of work experience in the shipping business. The first couple of years his job was focused on chartering outside tonnage. Since 1990

he is involved in all exports from the USA/Canada. He is director at the North America desk and a board member of Spliethoff BV. His daily work is mainly scheduling the vessels back to the Continent/Baltic where the company has his main markets. Aernaut served two terms as a director of the IFPTA.



John Stirling, Director, Marine Technical, World Fuel Services

As Director, Marine Technical, John is driving the WFS Marine Technical group, focused on solving the up-and-coming challenges associated with the January 1, 2020 MARPOL Annex VI changes and additionally del-

ivering added value to WFS customers and internal team with training on general fuel properties, on all marine technical issues and the complex emission control regulations.

He is responsible to lead the technical team in supporting technical content of all marine quality and quantity claims and in addition, commercial contract set up. He represents WFS at key marine industry bodies and associations, while presenting and profiling WFS at international seminars and conferences. John also has the responsibility to develop and implement WFS Marine Technical quality management plans and strategies, while coordinating the technical input to WFS's physical operations.

He is a long time active member of ISO TC28/SC4/WG6 (ISO 8217 Committee) as well as CIMAC (engine manufacturers association) WG7 Fuels Group and an active, long time Past Board Member of International Bunker Industry Association (IBIA), London, UK.

Previous to WFS, John had a 24 year career at DNV Petroleum Services covering lab testing responsibility, Technical Advice to customers, Bunker Quantity Surveys, lube and hydraulic oils testing and technical advice, was a Customer Service Manager for many of Scandinavia's biggest companies, Business Development and statistical analysis of fuel testing data base, including development of online statistics.

Managing aging fleets: Are existing carriers opening themselves up to competition?



Ana Paula Trilho, Diretora, APT Group

Ana Trilho is an executive with 30 years of solid experience in logistics gleaned at Norsul, Suzano, Jari, IP and Klabin, focusing on shipping (break bulk and containers), storage, port management, and implementation of logistics operational for exports.

Internationally-experienced strategist with a strong strategic vision of the different global scenarios pertaining to cargo handling.

She has started a consultancy company in 2018 (APT Group) focused in representing foreigner logistics companies in Brazil and focused in international logistics consultancy for the pulp and paper industry.

Responsible for organizing the International Forest Products Transport Association (IFPTA) Seminar in São Paulo with 200 participants from 16 different countries, she has been Director of IFPTA since 2007.

Speaker and moderator at many international events in the area of forest product logistics.

Holds an Executive MBA from Coppead and an undergraduate degree in International Relations.

A native of Rio de Janeiro, Ana Paula Trilho has graduated in International Relations, and has her Master in Business at Coppead.

Joseph Santo, Managing Director, Iberia, Hapag Lloyd



Kurt Erik Hjelset, Vice President, Commercial, Saga Welco

Kurt Erik Hjelset is working as Vice President, Commercial, for Saga Welco at the headoffice in Norway, where he is responsible for the day to day performance of business from South America. Kurt Erik has been working in the open-hatch shipping segment for more than three decades. He has been in his current position with Saga Welco since 2014. Prior to this he worked for Westfal-Larsen Shipping and Gearbulk. In his career he has held a number of executive positions within chartering and general management and has been located in Europe, Asia, North America and Middle East. Before joining the commercial side of shipping he served as an officer in the Royal Norwegian Navy. Kurt Erik holds a Bachelor degree in military studies from the Royal Naval Academy in Bergen and an Executive MBA in Shipping and Logistics from Copenhagen Business School. He is married and has two sons.

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Laurent Van der Voo, Commercial Director, MSC

Born and raised in Lyon, France and living in Brazil for more than 20 years, Laurent joined MSC Brazil in 1999 and directs the commercial area since 2007.

His career within Logistics and Maritime Industry first started in France after his graduation and military service, at Rhône-Merieux Pharma where he worked on the Export Department to West Africa followed by South America.

Graduated in Economy & International Trade in Lyon, Laurent currently manages the sales structure and performance for Import and Export lanes plus MEDLOG. He is currently responsible for developing new business in all areas and commodities, from auto parts to agro business and current customer's follow-up. Currently, he is assisted by 13 commercial agencies in Brazil.



Robert Gayoso, Head of Chartering, South America, Cosco

Roberto Gayoso is currently the Head of Chartering of Cosco Shipping South America, since January 2018. He holds a Bachelor Degree in Economics from the Federal University of Rio de Janeiro. Previously, Roberto was the VP & General Manager at Grieg Star Shipping Rio for more than eight years and Commercial Director at Star Shipping Rio for another ten years.

Roberto has also lived in Bergen, Norway between 2003/2004 working at Star Shipping HQ as Chartering of T/C vessels within Atlantic region. Roberto has vast experience of forestry and other general cargoes within South America countries.

PaperSeed: Understanding the work of the foundation



Aliyya Mattos, Executive Director, PaperSeed

Aliyya is the Executive Director of the PaperSeed Foundation, a nonprofit organization dedicated to strengthening educational opportunities for children and young people around the world. CellMark underwrites the administrative and operational expenses of PaperSeed, so that all donations go directly to helping kids. She is also the Founder of the Global Girls Fund, working for and with girls to advance their education, achievement and transition to a healthy adulthood. She specializes in multi-sector collaboration to increase educational achievement, harnessing business relationships and utilizing transactional commission in order support sustainable grassroots development work. Aliyya has more than fifteen years of experience in the fields of education, empowerment, international development and gender-based violence prevention. She is a graduate of the University of California, Berkeley, and has studied at Cornell University Johnson School of Business, Harvard Business School, the Stanford Graduate School of Business, and the University of Cambridge. She is enjoying seeing the world with new curiosity through the eyes of her young daughters and looks forward to sharing her work with them when they are old enough to pack their own suitcases.

that all donations go directly to helping kids. She is also the Founder of the Global Girls Fund, working for and with girls to advance their education, achievement and transition to a healthy adulthood. She specializes in multi-sector collaboration to increase educational achievement, harnessing business relationships and utilizing transactional commission in order support sustainable grassroots development work. Aliyya has more than fifteen years of experience in the fields of education, empowerment, international development and gender-based violence prevention. She is a graduate of the University of California, Berkeley, and has studied at Cornell University Johnson School of Business, Harvard Business School, the Stanford Graduate School of Business, and the University of Cambridge. She is enjoying seeing the world with new curiosity through the eyes of her young daughters and looks forward to sharing her work with them when they are old enough to pack their own suitcases.

How China is shaping the global pulp demand



Alan Bog, President, IFPTA

Alan Bog has now been involved in Forest Products Handling and Distribution for more than 35 years.

Since 2008 he has been based Commercial Director Asia for Euroports, based in China where he has been responsible for the Commercial development of the Euroports facility in Changshu, which is one of the major pulp hubs world-wide, and more recently the start-up of their facility in Gaolan, South China.

Euroports is one of the leading terminal operators in the pulp and paper field, currently operating facilities all over Europe and in China. Alan served 2 terms as a Board Member of IFPTA, and several years as Vice President. In 2019 he took over as President of the Association.



Ranjit Baxi, President, Bureau of International Recycling

Ranjit Singh Baxi, is Founder Chairman of International Recycling Limited, a leading exporter of Recovered Fibre for recycling, operating across UK, Europe and the Far East. In 2001, Mr Baxi's company received the Queen's Award for Enterprise (International Trade).

In 2015 Mr Baxi was appointed President of the Bureau of International Recycling (BIR), for four year term, prior to which he was Treasurer from 2011 and President of the Paper Division from 2007-2013. BIR is a global body for Recycling representing Members and Associations from over 70 countries.

Mr. Baxi believes in promoting free and fair trade of Recyclables globally. In October 2018 Mr. Baxi announced the formation of Global Recycling Foun-

ation, as its Founding President, to help promote the Recycling message globally as well as promoting Global Recycling Day which was first launched on the 18th of March 2018. The foundation aims to work with various stakeholders in making 18th March as a UN recognized Global Recycling Day. Mr. Baxi is a recognised expert in the recycling business, and is a major contributor to international trade journals.

He recently published an authoritative book "Recycling our Future – A Global Strategy" launched June 2014 at BIR Miami Convention.

Amongst many awards received, Mr. Baxi was honoured to be voted 'Asian of The Year' in 2008.

Mr Baxi has also held a number of Non-Executive directorships, including being a Board Director of British Olympic Park Legacy Company, London. A fellow of the Royal Society of Arts, FRSA, Mr Baxi holds a Bachelor of Science degree - BSc and a Master of Business Administration – MBA.

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Tom Wright, Managing Director, Hawkins Wright

After training as an accountant, Tom joined Hawkins Wright in 1998. He undertakes most of the private client consultancy assignments on a wide range of topics related to the pulp and paper sector. He authors or edits most of the company's multi-client titles which enjoy industry-wide recognition. He has established two focal events in the industry calendar, held in London and Shanghai. Both regularly attract over 300 delegates from around the world. Tom travels widely, both in the course of market research and also as a frequent speaker to private meetings and industry conferences.

IFPTA Interview 2019



Fabio Almeida, Head of Europe and Americas, Suzano

Mr. Oliveira is the Suzano Head of Business for the Americas, Europe, Middle East and Africa. He was named to his current position in January 2019. Before that, he worked as Head of Suzano's Global Integrated Logistics and as a different leadership positions for the company's paper business in Latin America. He has been with Suzano for 12 years.

Prior to Suzano, Mr. Oliveira worked for DuPont, in Brazil and in the United States, and for ABB – Asea Brown Boveri, in different business leadership roles.

Mr. Oliveira holds a BSc. degree in Electrical Engineer from UNIFEI in Brazil, an MBA from Virginia Commonwealth University in the USA, and has concluded the Advanced Management Program with the MIT, Massachusetts Institute of Technology, in the USA.

How railways are evolving to meet the needs of pulp and paper shipping



Tom Mutz, Vice President, Global Business Development, Penn Warehousing & Distribution

Tom Mutz – Vice President, Global Business Development for PENN Warehousing & Distribution, Inc., the Forest Products Center within the Port of Philadelphia. Over the last 40 years, inclusive of the last 10 with PENN, Tom has been providing transport and supply chain solutions to multi-national corporations in various sectors (i.e.; Forestry, Healthcare / Life Sciences, Industrial). Throughout his career in both Operations and Sales, he has worked for such global entities as Airborne Express (now DHL), BAX Global (now DB Schenker), EXEL (now DHL), and Mitsui & Co., LTD. A graduate of West Virginia University, with a B.S. of Business Administration, Tom resides in Central New Jersey (near Princeton), with his wife (Kathy) of 39 years, and where they raised their daughter and two sons.



Anu Kujansuu, Marketing Director, Kouvola Cargo Handling

Anu Kujansuu is the Marketing Director of Finnish logistics company Kouvola Cargo Handling who is the freight forwarder on the block train route between Kouvola, Finland and Xi'an, China. The first train departed from Kouvola in November 2017 so the route is still mature and developing. However, Finnish forest industry has shown great interest towards this fast route where lead time is only 14 days. There have been block train deliveries of e.g. timber, pulp and carton board. Kujansuu is responsible for the key account management on the Kouvola-Xi'an route. She has over 20 years' working experience from freight forwarding and Customs procedures.



Martin Reiser, Head of Pulp-Team, DB Cargo

- Degree in economics and railway engineering Studies at Federal Universities for Applied Sciences in Cologne and Mainz
- Skill enhancement in logistics, forwarding and management

- Representative of Stinnes and Railion freight railways in Basel/Switzerland Responsible for DB freight business with international Swiss forwarding companies
- Business development of paneuropean rail transport chains
- Lead product manager paper logistics in the headquarters of DB Cargo in Mainz
- Relaunch of premium transport mode "PaperSolution" for the Pulp+Paper market
- Market introduction of new rail wagon Ha344. Especially created for paper distribution.
- Project manager international train systems from development to implementation
- DB Cargo Key Account Manager Paper in Germany and Sweden DB Cargo Key Account Manager Pulp+Paper Europe
- Head of Business Development transeuropean pulp logistics on rail
- Head of Team Pulp / Key Account Management Pulp at DB Cargo AG Mainz/Bremen



Paul Terry, Director, Logistics & Sales Planning, Mercer

Paul has over 40 years of experience working in the forest products industry. He has held various roles in transportation, sales and customer service in sawmill, and pulp & paper operations for EB Eddy Forest and Domtar in Ontario and Quebec. The latter part of his career was focused on Corporate Transportation and Distribution. In 2006, Paul shifted into the role of Director Logistics & Sales Planning for Mercer International based in Vancouver, BC. Mercer, has Pulp mills in Canada, BC, AB and Germany. Paul is responsible for all global transportation matters affecting Mercer's Canadian operations. Paul's formal education is in forestry. He also holds a CCLP designation, CITT-Certified Logistics Professional and is a member of FPAC Transportation Section, Forest Products Association of Canada.



Tarragona - a forest products logistics hub in a world heritage site



Port Tarragona
www.porttarragona.cat

Images release of Tarragona Turismo. © Albert R. Gual, © Mireia R. Gual, © Joan Caldeira i Vallve



Joan Amorós, President, FERRMED

Joan Amorós, Doctor Industrial Engineer, President of: FERRMED, BUSINESS EUMED and Fundació Occitano Catalana.

He has been: Director General of Programming and Supply of Nissan Motor Ibérica, SA as well as President of Nissan Distribution Service Barcelona, SA; Member of the Board of: Barcelona Port, Industrial Engineers Association of Catalonia and President of Business Management Commission, Autoterminal, SA, Logística y Transporte Ferroviario, SA, Social Steering Committee of Universitat Politècnica de Catalunya, Premsa Catalana, SA, and Barcelona Centre Logístic.

Mr. Amorós is the author of different books, articles, seminars and conferences about numerical control, operation research, logistics and business management.

Awards: "Creu de Sant Jordi" (Catalan Government), "Medalla al Reconeixement Empresarial" (PIMEC Employer Association), "Premi Jaume Primer d'Actuació Cívica and Medalla d'Honor (Figueres City Council), among others.

Roundtable 1: New Competition in the Shipping Market



Ana Paula Trilho, Diretora, APT Group

Ana Trilho is an executive with 30 years of solid experience in logistics gleaned at Norsul, Suzano, Jari, IP and Klabin, focusing on shipping (break bulk and containers), storage, port management, and implementation of logistics operational for exports.

Internationally-experienced strategist with a strong strategic vision of the different global scenarios pertaining to cargo handling.

She has started a consultancy company in 2018 (APT Group) focused in representing foreigner logistics companies in Brazil and focused in international logistics consultancy for the pulp and paper industry.

Responsible for organizing the International Forest Products Transport Association (IFPTA) Seminar in São Paulo with 200 participants from 16 different countries, she has been Director of IFPTA since 2007.

Speaker and moderator at many international events in the area of forest product logistics.

Holds an Executive MBA from Coppead and an undergraduate degree in International Relations.

A native of Rio de Janeiro, Ana Paula Trilho has graduated in International Relations, and has her Master in Business at Coppead.

Roundtable 2: How the China Recovered Paper Ban is Affecting Regional Trade



Ranjit Baxi, President, Bureau of International Recycling

Ranjit Singh Baxi, is Founder Chairman of International Recycling Limited, a leading exporter of Recovered Fibre for recycling, operating across UK, Europe and the Far East. In 2001, Mr Baxi's company received the Queen's Award for Enterprise (International Trade).

In 2015 Mr Baxi was appointed President of the Bureau of International Recycling (BIR), for 4 year term, prior to which he was Treasurer from 2011 and President of the Paper Division from 2007-2013. BIR is a global body for Recycling representing Members and Associations from over 70 countries. Mr. Baxi believes in promoting free and fair trade of Recyclables globally. In October 2018 Mr. Baxi announced the formation of Global Recycling Foundation, as its Founding President, to help promote the Recycling message globally as well as promoting Global Recycling Day which was first launched on the 18th of March 2018. The foundation aims to work with various stakeholders in making 18th March as a UN recognized Global Recycling Day.

Mr. Baxi is a recognised expert in the recycling business, and is a major contributor to international trade journals.

He recently published an authoritative book "Recycling our Future – A Global Strategy" launched June 2014 at BIR Miami Convention.

Amongst many awards received, Mr. Baxi was honoured to be voted 'Asian of The Year' in 2008.

Mr Baxi has also held a number of Non-Executive directorships, including being a Board Director of British Olympic Park Legacy Company, London. A fellow of the Royal Society of Arts, FRSA, Mr Baxi holds a Bachelor of Science degree - BSc and a Master of Business Administration – MBA.

Roundtable 3: Ask the Expert: Expected Economic Headwinds



Lasse Sinikallas, Director Macroeconomics, Fastmarkets RISI

Lasse Sinikallas is the Director of Macroeconomics for Fastmarkets RISI. Lasse joined Fastmarkets RISI in August 2017 from a foreign affairs post which he held for the past decade. Lasse's early career background was in forest products and he also worked in management consulting for Pöyry, IBM and Accenture. He has real-world insight into geopolitical economic analysis, international trade issues, country risk analysis, and the legal and regulatory environment, along with the forest products industry. Lasse holds Master's degrees in both Chemical Engineering and Economics and works out of Fastmarkets RISI's Helsinki office.

Roundtable 4: Understanding the Opportunities within Tarragona

Genoveva Climent, Commercial Director, Port of Tarragona



Pablo Garcia, Managing Director Of Iberia And Italy, Euroports

Pablo Garcia started his experience with logistics in 2003 when he joined Tarragona Port Services (TPS) as Finance Manager.

In 2010, and after the acquisition of TPS by Babcock & Brown (afterwards Euroports) Pablo was moved to London working in the M&A team for the acquisition of Port Terminals.

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Strategy for implementing the Continuous improvement program across the Group with main focus on delivering the highest customer value while improving business efficiency

Since 2016 he is the Managing Director of Euroports for Iberia and in 2019 has also acquired the responsibility for Italy.

Pablo holds a degree in Computer Science Engineering, a MBA and a Advance Management Program in IESE Business School.

The Nordic Prospective - Coping with increasing capacity



Alan Bog, President, IFPTA

Alan Bog has now been involved in Forest Products Handling and Distribution for more than 35 years.

Since 2008 he has been based Commercial Director Asia for Euroports, based in China where he has been responsible for the Commercial development of the

Euroports facility in Changshu, which is one of the major pulp hubs world-wide, and more recently the start-up of their facility in Gaolan, South China.

Euroports is one of the leading terminal operators in the pulp and paper field, currently operating facilities all over Europe and in China.

Alan served 2 terms as a Board Member of IFPTA, and several years as Vice President. In 2019 he took over as President of the Association.



Jyrki Ranki, Vice President Maritime Logistics, Metsä Group

Jyrki Ranki, Vice President Maritime logistics for Metsä Group. He have a more than 25 year experience from Scandinavian forest industry and it's logistics.

Jyrki is started his logistics career in 1993 by working for Metsä Fibre pulp company as a logistics manager. Later on 2009 he was appointed as a Vice President of Metsä Fibre logistics. Since 2010 he has also been taking over Group level responsibilities, first as a head of Scandinavian land transportations and port handling. He also has been board of directors Chairman for two Finnish stevedoring company and since 2015 holding a positions of Vice President Maritime for Metsä Group.

Ports and Terminals: Is the future in container?



Rhoda Voth, General Manager, North America, Saga Welco

Rhoda Voth is the General Manager for Saga Welco – North America. She joined Saga Forest Carriers 23 years ago. In January 2000, she opened the Regional office in Savannah, and has served in several management roles since then. Prior to working in Shipping she was a Graduate Faculty Member at Mercer University, a Management Consultant with Deloitte & Touche, and an Engineer for Goodyear Aerospace Corporation.

Rhoda holds a Master of Business Administration degree from the University of Akron, and a Bachelor of Science in Industrial Engineering degree from Purdue University. In 2014, following completion of the required courses for "The Institute of Chartered Shipbrokers (ICS)", she became a

member of ICS, and received the Port Strategy award. In 2017 she was promoted to 'Fellow' within ICS.



Anton Verbrugge, Chief Commercial Officer, Verbrugge Terminals

Born in Eeklo (Belgium), May 4, 1987

Education: Master in Management (International Business Management) (September 2010 – September 2011) Regents College, London, United Kingdom

Working experience:

- Gnewt Cargo, United Kingdom - Planning and organizing (October 2011 – May 2012)
- Glencore Ltd. USA - Operations and trading (Aug 2012 – July 2015)
- Verbrugge Terminals B.V. - Operations, commercial and currently CCO (Feb 2016 – current)



Milind Balaji, Senior Supply Chain Manager, Georgia Pacific

Milind Balaji works with Georgia-Pacific's Packaging and Cellulose division and is responsible for a range of initiatives spanning supply-chain technology and innovation, personnel training, product standards for pulp

and global warehouse operations while streamlining distribution network design. Innovation is a key part of the supply-chain in Georgia-Pacific and Milind's team seeks to lead the digital transformation needed in mill logistics operations while enhancing the product quality and customer experience by leveraging the best technology available and driving disruption in the supply-chain.

Within Georgia-Pacific, Milind started with the Marine logistics team handling ocean and air exports and was then was promoted to a position building the Cellulose supply-chain team initially focusing on GP Cellulose's North American supply chain and finally to a position to help expand the Cellulose global supply-chain network. He joined Georgia-Pacific in 2010 after a background in the frozen poultry industry with Pilgrim's Pride Corp. handling international exports.

Today, Milind is deeply involved in building the Global Audit Program of the Georgia-Pacific packaging segment, is tasked with setting product quality standards in the global supply-chain for pulp, driving load optimization, making structural improvements to address customer complaints, codifying warehouse operating standards globally and developing port infrastructure primarily to support the large export container and break-bulk position of the firm.

Continually working with the production facilities and various internal stakeholders, Milind seeks to embed benchmark processes into these facilities while helping the supply-chain stay at the forefront of digital solutions in the market and to understand disruptive technologies that help gain competitive advantage. Improving the customer experience with the Cellulose division is a key goal of the supply-chain team.

Milind has a degree in Public Policy Analysis with a minor in Human Resources from Indiana University and a Master's in Business Administration with a concentration Marketing from Mercer University.



Tony Tang, Director, Qingdao Port Pulp Logistics

Mr. Tony Q. Tang obtained his Bachelor Degree in Dalian Maritime University majored in Marine Transportation and obtained his Master Degree and graduated with honors from State University of New York majored in Transportation and Logistics Management.

In the past 25 years of his career, he has held several management positions in marine transportation, railway freight marketing, logistics and supply chain management, investment management, property development and port management. His diversified business background allows him to serve customers and the market in a unique way.

His experience covers both overseas and China domestic market, which allows him to manage his job following both international and local practice.



Dave Lucas, Senior Vice President, Western Stevedoring

Since joining Western in 1985, Dave Lucas has held a number of key operating positions within Western Stevedoring. Dave was recently promoted to Senior Vice President and now shares the responsibility for overall success of the Western Group of Companies, including Coast 2000, Tidal Transport and BCVPC.

Dave is an active member of the waterfront community and represents Western and the BC Marine Terminal Operators Association on the North Shore Waterfront Liaison Committee and on a number of industry committees within the BC Maritime Employers Association. Throughout his career, Dave has helped foster a culture of learning and has completed executive management and industry related programs including the Transportation Management Diploma Program with the BC Institute of Technology which was foundational to his waterfront career.

Digitalisation and innovation within the supply chain



Targe Bock, Supply Chain Management, EMEA & APAC, Suzano

After working for ten years in three continents for one of the global leading logistics company Mr. Targe Bock joined the industry in September 2008. He started off as the European Logistics Manager for VCP. He has been experiencing two major mergers in the industry ever since. When Fibria was born he took on the integration of the operations and the design of the European network. From 2016 to 2018 Mr. Bock was also heading the Asian logistics. He has been deeply involved in preparing the logistics to receive the additional volume of the new mill of Fibria. In his current role at Suzano he is the responsible Supply Chain Manager for Europe and the USA. Mr. Targe Bock holds an Executive MBA of the University of St. Gallen.



Olaf Rathgeb, Chief Technology Officer, Fr. Meyer Sohn

Having commenced his career in IT-Management Consulting in the telecommunication, internet and high-tech industry, Olaf Rathgeb has been in leading IT-management roles in logistics for more than ten years now.

Since 2012 he is CIO (Chief Information Officer) and since 2014 CTO (Chief Technical Officer) and management board member at Fr. Meyer's Sohn, the leading global logistics service provider within the paper and pulp industry.

As part of his role he has been leading the transition of Fr. Meyer's Sohn from a classic freight forwarder to an innovative logistics service provider that helps and enables customers to digitalize and subsequently optimize their supply chain.

Olaf Rathgeb holds University degrees in Business Administration and Electronic Engineering



Angela Mercado, General Manager Transportation, Canfor

Angela Mercado has fifteen plus years of experience in supply chain management and business transformation. She is the General Manager of Transportation at Canfor headquartered in Vancouver, British Columbia

and is accountable for the mill-to-market multimodal transportation and distribution strategy for their 17 Canadian operations.

A recognized business leader, Angela was named to the Supply Chain Management Association (SCMA) list of Women to Watch in Canadian Supply Chain in 2019. She is passionate about leading organizational change and developing high performance teams.

Angela obtained her bachelor's degree in Business and holds the FITT International Business Professional (FIBP), Certified International Trade Professional (CITP) and Professional Logistician (PLog) designations.

Mediterranean & Middle East



Horst Kaupke, Manager of Marketing and Sales, BLG Cargo Logistics GmbH

Horst Kaupke began his career with an apprenticeship in Bremen, Germany for a shipbroker and shipping liner agent, making his first contacts within the forest products industry in Finland. Throughout his career

he has worked with several companies in the shipping industry in Bremen and Hamburg. Horst became closely connected to forest products producers as he covered Break bulk, Ro/Ro, and Semicontainer services from Germany to various destinations in Scandinavia, West Africa, the Far East and the Americas. Since 1996, Horst has served as the Manager of Sales and Marketing for Forest Products of all kinds with BLG Cargo Logistics, the owner and operator of the Port Neustaedter Hafen in Bremen. In this position, he has worked in close cooperation with the various forest products producers/receivers and their affiliated service providers within the port.



Adermo Costa, Commercial & Logistics Director, Cenibra

Adermo is the Cenibra Global Commercial and Logistics Manager. He has started his career in 1989 in the Pulp Industry Sector, then he moved in 2007 to the Shipowner side (Gearbulk) where he assumed the position as Line Manager overseeing Brazil-FarEast and Brazil-Europe lines including Mediterranean.

In 2013 he returned to the Pulp Industry (Cenibra) and also became a Member of Board of Portocel representing the Shareholder Cenibra.

He graduated in IT and holds a MBA in Marketing by Unileste, a MBA in Pulp and Paper by Federal University of Vicosa and a MBA in Business Management by FGV concluding the Strategic Business Leadership Program at Ohio University.



Antonio Rognoni, Director, Compagnia Portuale di Livorno

Antonio Rognoni is presently working in Livorno, Italy, as the General Manager for CPL (Compagnia Portuale di Livorno), the company providing port services and stevedoring to the port of Livorno, acting as well as terminal operator through Cilp, the well-known leading Italian Company specialized into the forestry products and Automotive. Antonio has acquired a consolidated experience in over thirty years in the shipping industry thanks to his numerous experiences as the top manager in various sectors such as containers (Zim Israel Navigation Company), fresh fruit & vegetables (Dole Fresh Fruit), terminal operations & chartering (Clerici Logistics Group). He has established companies abroad in South America where he became a managing partner. Finally, he has joined in the world of pulp & paper since 2012 covering various positions within the CPL Group of Livorno. He's married and has two daughters.



Emir Kisagun, Managing Director, Unirep

After getting his BA degree in Economics from Duke University in the USA in 2002, Emir worked for Brightleaf Partners, a hedge fund based, as a Research Assistant prior to returning his home country Turkey in 2004.

He worked in different financial institutions including ABN Amro and BBVA as Fixed Income Trader. In 2007, he joined Flint Group Turkey, which was part of Unirep, as Financial Controller, where he later became the CEO in 2012. In 2014, he moved to Unirep where he is currently the Managing Director.



Pablo Garcia, Managing Director Of Iberia And Italy, Euroports

Pablo Garcia started his experience with logistics in 2003 when he joined Tarragona Port Services (TPS) as Finance Manager.

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Lucia Filippi, Operations Director, G2Ocean

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12,000 TEU ZIM Kota Pekarang arrives at Port of Wilmington

All pictures: Port of Wilmington

With expansion plans well underway, Wilmington is starting to attract new customers

"WE ARE THE PORT OF PERSONAL SERVICE"

By SUSANNE HAASE, Editor

The Port of Wilmington in North Carolina, USA, is a full-service, deep water port and marine terminal, located on 284 acres on the Cape Fear River about 25 miles from the Atlantic Ocean.

Wilmington is located just minutes from major highways at the heart of the US East Coast providing shippers with overnight access to major markets. Today, the port's annual revenue is \$687 million and it supports more than 87,700 direct, indirect and induced jobs. Both port locations run by NC Ports, Wilmington and Morehead City offer abundant warehousing and open storage. More than 950 ships call at North Carolina's ports each year.

The two ports together move approximately 6.7 million tons of commodities in and out of

North Carolina annually. Between July 2017 and 2018, more than 320,000 TEU, 2.4 million tons of bulk and 195,000 tons of break bulk moved through the Port of Wilmington.

Since Europeans first viewed the area, the river known ominously as the Cape Fear has been vital to the fortunes of both buccaneers and businessmen.

PIRATE'S REFUGE

History shows it was the pirate Stede Bonnet – by most accounts a poor sailor who already had been convicted as a pirate and pardoned – who may have realized the river's name. After returning to piracy, he tried to escape capture in the early 1700's by hiding up the Cape Fear. But he forgot the first rule of pirates – always

have more than one escape route. Bonnet was caught as soon as the British reached the mouth of the river.

Morehead City's first major port development came during the 1850's with a pier, warehouse and rail facility known as Pier No. 1. Following the North Carolina tradition, it handled mostly naval stores and salt. Takeover by Federal troops during the Civil War and a damaging storm in 1876 further hampered the development of the Morehead City Port for many years. The argument for state-owned ports began in the 1920's, when North Carolina's economic development was handicapped because of higher freight rates than those charged by Virginia competitors – a situation partly due to the state's notable lack of adequate ports and water transportation.

The value of deepwater ports was recognized by the state legislature in 1945 with the creation of the North Carolina Ports Authority. Its job: to create two competitive ports through the sale of revenue bonds. Its ultimate mission: to create a better atmosphere for the development of North Carolina industry. The General Assembly in 1949 approved the issue of \$7.5 million in bonds for construction and improvement of seaports to promote trade throughout the state. Terminals equipped to handle ocean-going vessels were completed at Wilmington and Morehead City in 1952.

Their positions nearly midway between major competing ports in Virginia and South Carolina have made them more accessible to North Carolina traders. In fact, it was the Wilmington harbor's location near some of the state's earliest businesses – pine tar, rice and tobacco – that helped make the city the largest in the state until the early 1900's. With ships came rail, and up until the 1960's, Wilmington was headquarters of the Atlantic Coast Line Railroad – today part of CSX. As times have changed, so have the methods of shipping. And that has meant some major changes to keep the ports competitive. In the mid 1970's the Ports Authority bought two container cranes, eventually locating both at Wilmington.

FOREST PRODUCTS PLAYED A CRUCIAL ROLE

Forest products played a crucial role for the development of the port as well. In fact, the Top 3 export commodities in fiscal year 2017 were 941,200 tons of wood pellets, 478,700 tons of forest products and 293,800 tons of woodchips. On the import side, forest products ranked No 5 with 151,300 tons entering. At Port of Morehead City, 27,100 tons of wood chips make it the third ranked export commodity.

Among the important customers in the forest products business is International Paper with its recently modernized Riegelwood mill, producing softwood market and fluff pulp just a few kilometers outside Wilmington.

Still, in order to compete with other East Coast players such as Savannah, Charleston or Baltimore, the Port of Wilmington had to find its niche: "We are the Port of Personal Service!" said



The port terminal offers facilities serving container, bulk, breakbulk, and ro-ro operations



Ted Koehncke, Manager, Customer Service & Commercial Planning



Wood chips rank 3 among top forest products handled at Port of Wilmington

Ted Koehncke, Manager, Customer Service & Commercial Planning, to the *IFPTA Journal* during a visit. And indeed, when the interview was prepared, the Port presented itself very helpful and flexible; communication was extraordinarily fast and hands-on. Koehncke said: "The Port of Wilmington has the capabilities to address even the most complex of cargo handling needs. Our experienced labor force and innovative ideas take us beyond the primary products we often move. The capabilities and primary products below might be what we are known for, but they are not what we are limited to. We are the port of problem solved. We don't have a take-it-or-leave-it-attitude."

RESOURCEFUL AND CUSTOMER-ORIENTED

Recent and ongoing improvements to regional and national highway networks will make surface transportation even smoother, another argument in favor of the port in comparison with neighboring ports where road congestion is creating headaches. Moreover, CSX Transportation provides intermodal rail service with best-in-class transit times, as well as daily service for boxcar, tanker and general cargo services.

The Port of Wilmington is one of the few Southern ports with readily available berths

and storage areas for containers and cargo (1 million ft² of covered storage and 125 acres of open storage area). Specifically, it offers terminal facilities serving container (600,000 TEU capacity), bulk, breakbulk, and ro-ro operations. It offers a deep 42-ft navigational channel, nine berths with 6,768 ft of wharf frontage including on-dock rail. The equipment includes six container cranes, four with 165-ft outreach (18 containers) and two with 120-ft outreach (13 containers). Three new neo-Panamax container cranes with 203 ft outreach (22 containers) have been installed and commissioned over the last two years. Two gantry cranes, one with a 150-ton capacity, the other with a 100-ton capacity complete the loading facilities. Last but not least, berths are equipped with contiguous open apron areas up to 300 ft wide.

HIGH PRODUCTIVITY

Koehncke pointed out: “Getting your containers off-loaded and on their way is one of the Port of Wilmington’s greatest strengths. We’re equipped to handle large shipments with state-of-the-art, post-Panamax and neo-Panamax cranes and support equipment, as well as warehousing capabilities. Our crane productivity rates consistently deliver more than 40 moves per hour, and truck turnaround times at our ports average 18 minutes for a single move and 30 minutes for drop-off and pick-up.”

Looking forward, NC Ports is thinking big. Wilmington has just embarked on an extremely ambitious \$200 million project in capital improvements. “This exciting initiative will enable us to improve our infrastructure and service offerings in order to make the Port of Wilmington an ideal match for forward-thinking global companies and organizations,” said Koehncke.

INCREASING CAPACITY

Improvements under developments include a wider turning basin, berth enhancements with renovations and more than 2,600 consecutive feet as container berth space to be completed this summer, as well as an expanded container yard increasing the Port of Wilmington’s annual throughput capacity to roughly 1.2 million TEU with enhanced gate and yard operations, which

will allow simultaneous accommodation of multiple ultra-large container vessels and a better integration between container and breakbulk operations.

“In five years, this port will look completely different!” underlined Koehncke. “We are starting to catch up and already saw some customers stepping away from neighboring ports”.



The port is located 25 miles from the Atlantic Ocean



Improvements to regional and national highway networks will make surface transportation even smoother

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+32%

Increase in Russian lumber exports, 2006-2011

+53%

Increase, 2012-2017



Seven cranes work one vessel

Picture: Georgia Ports Authorities, Stephen Morton

Savannah is preparing to accommodate growth in the forest products sector

SETTING THE STAGE FOR A NEW ERA

By SUSANNE HAASE, Editor

Two years ago, Savannah was the venue for IFPTA's 22nd Transport Symposium (TS). The port -- boasting a history dating back to before the American Revolutionary War in the mid-1700s -- helped by Georgia Ports Authority (GPA) has become one of the busiest container ports in the US, with forest products being one of the backbones of this impressive development.

GPA was founded in 1945 and many forest products companies have been clients since its inception. Savannah is located in the heart of the forest products industry in the Southeast and provides expert handling of forest products. The Authority owns and operates two deepwater port facilities in Savannah and three in nearby Brunswick.

Recently, *IFPTA Journal* went to visit the port again, in order to see what is on GPA's agenda now and for the future.

During the port tour given at TS 22, delegates enjoyed a visiting tour down the river to see the impressive Garden City Terminal, located just west of downtown. At 1,200 acres, it is the largest single-operator terminal in the US and the fastest growing one for many years. Delegates also saw the Ocean Terminal breakbulk and Ro/Ro facility.

This time, we were taken on a tour by car, providing a good feeling for the well organized land-based side of things: Once inside, you become part of a whirlwind of trucks coming in and out of the terminals, but everything is kept moving fluidly through the check-in gates. The streets inside the port feature many roundabouts helping to keep traffic moving and to facilitate the loading or unloading procedure until departure.

We could see firsthand that the port's

growth has been accompanied by constant investment in infrastructure, personnel, equipment and IT systems. Over the last decade, GPA has invested US\$1 billion and intends to invest another US\$2.5 billion through 2028. Separately, the state of Georgia and the U.S. federal government are making a US\$973 million investment to deepen the inner harbor to 47 ft at low tide (54 ft at high tide), allowing the new Super Panamax ships more efficient access to Garden City Terminal.

Dredging overseen by U.S. Army Corps of Engineers is 50% complete, and the work is slated to cross the finishing line by late 2021.

GPA is also investing heavily in new crane capacity. Four new Super Post-Panamax ship to shore cranes were installed at Garden City Terminal. This brings its fleet to 30, the most of any single terminal in North America. At the same

time, 30 new rubber tired gantry cranes were installed, bringing the total to 146 RTGs. Twelve additional RTGs will become operational by the end of this year, while another six Neo-Panamax cranes will be commissioned in 2020 and another six will arrive by 2028.

Another big project underway is the multi-modal system expansion aimed at increasing rail capacity at Savannah. Featuring two on-terminal rail yards, the port is the region's busiest intermodal gateway, handling 38 trains per week carrying import or export cargo. In fiscal year 2018, intermodal rail lifts surged to 435,000, an increase of 16%, or more than 60,000 additional moves, another record for the GPA.

The Mason Mega Rail project will deliver the largest on-dock intermodal rail facility for a port authority in North America. The project will add 97,000 ft of new rail at Garden City Terminal for a total of 179,000 ft. Moreover, it will increase the number of working tracks from 8 to 18. Mason Mega Rail will combine the current on-dock CSX Transportation and Norfolk Southern rail terminals into one facility, providing each railroad with at least nine 2,700-foot

working tracks. The expanded rail yard will be served by 8 rail-mounted gantry cranes. The RMGs will each span nine tracks for improved efficiency moving containers to and from trains.

Currently, truck traffic accounts for about 80% of the total transport. However, the port authority expects the rail share to increase to about 25% once the Mason project is completed in 2021. This project is expected to be a game changer as rail time to the American Midwest will be cut by 24 hours. The new infrastructure will allow unit trains more than 3 km in length to move in direct service from the Port of Savannah to the US Midwest.

The GPA also established the Appalachian Regional Port in Murray County. Handling both import and export cargo, this rail facility in Northwest Georgia lowers the cost of moving cargo to and from the Port of Savannah, while taking a projected 50,000 trucks per year off the road. The authority plans a series of similar inland rail terminals across the state in order to extend the supply chain efficiencies of rail to more customers. Last but not least, in a 10-year US\$10 billion transportation improve-

ment plan, initiated in 2016, highways are being expanded across the state and dedicated truck lanes created.

The heavy investment is backed by a growing demand for port services at Port of Savannah: Fiscal year 2018 featured a record of 4.2 million TEU container units being handled, a feat not matched by any other terminal in North America and an impressive 8.4% increase year-over-year, or 325,000 additional units.

GPA is confident that, based on the proven supply chain infrastructure and the track record of success, the authority's economic impact will continue to grow and that it will be able to extend its reach to more of the nation.

The forest industry has played an integral role in Georgia's economy, environment and culture for several generations. Forests account for more than two-thirds of the land area in the state and Georgia leads the nation in privately-owned, commercially-available timberland with 22 million acres. Trees have long been harvested and used for products including lumber, poles, posts, panels, pulp and paper as well as speciality chemicals. With today's scientific



Savannah harbor expansion

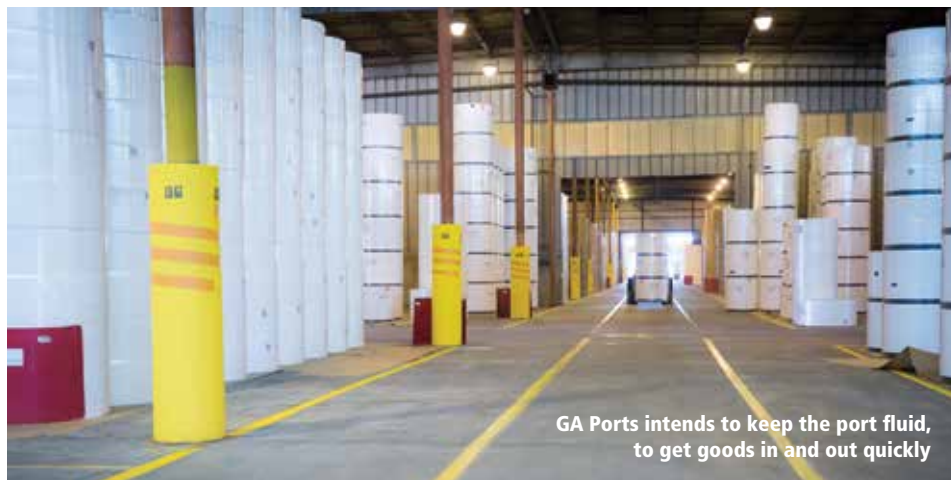
Picture: Georgia Ports Authorities, Stephen Morton

and technological advancements, wood fiber is used in more than 5,000 products and common consumer products such as toothpaste, cosmetics and even parmesan cheese.

Forestry is the second largest industry in Georgia, providing 133,256 direct and indirect jobs including 1,000 logging contractors and employees of more than 200 wood product manufacturing facilities and 1,200 secondary manufacturers. The overall annual impact from the forest industry is US\$32.2 billion. The state is widely recognized as a global leader in exporting wood products. In fact, wood pulp, paper and paperboard as well as logs and lumber are consistently ranked highly in the top 10 export commodities from the ports in Savannah and Brunswick. With 21% of all US exports of pulp and paper, Georgia also leads the nation in the export of pulp, paper and paperboard, wood fuel and pellets. Its forests have the capacity to meet increased demands now and in the future. As a result of healthy markets, Georgia's forests grow 19 million tons more wood each year than is harvested and growth of timber exceeds removals by 38% annually. The opportunity for economic growth in the forest industry promises to expand even further as the demand for renewable products continues to grow.

As the No. 1 East Coast port for forest products, the GPA handled 28% of US forestry exports in 2016, nearly a quarter of the total import-export trade. That includes 536,00 20-ft equivalent container units moved from Garden City Terminal. Brunswick and Savannah facilities also handled another 945,000 tons of non-containerized cargo including fuel pellets, wood pulp, paper and other commodities.

Therefore, it doesn't come as a surprise that forest products companies are keen to participate in the growth and the GPA is eager to accommodate them. Reaching their global markets through this world-class port are major companies like Interfor, International Paper, Georgia Pacific, Rayonier or Graphic Packaging International. According to the Port Authority, in 2016, Interfor exported approximately 40 billion board feet of southern yellow pine lumber to Asia and other emerging markets, most of it from Savannah. Last year,



GA Ports intends to keep the port fluid, to get goods in and out quickly



Forestry is the second largest industry in Georgia



Breakbulk vessels loaded with forest products leave GPA's Ocean Terminal three times a month

All picture: Georgia Ports Authorities

the company anticipated its export business to have more than tripled.

Graphic Packaging International, producing large 2.5- and 3-ton rolls of paperboard at two mills, is said to move a whopping 82% of its exports through Georgia Ports. They especially seem to value the fact that it is never an issue to obtain empty containers when needed.

The Top 10 export markets for forest products leaving Savannah as container freight are China, India, Turkey, Italy, Korea, Germany, Japan, Indonesia, Egypt, UK and Spain. Breakbulk vessels loaded with forest products leave GPA's Ocean Terminal three times a month. On-terminal warehouse space devoted to forest products include 800,000 ft² at Garden City, 355,000 ft² at Mayors Point and 300,000 ft² at Ocean Terminal.

When *IFPTA Journal* discussed the forest products business with Chris Logan, Senior Director, Trade Development, BCO Sales at Georgia Ports, he said: "This place was built on the back of forest products. Historically, the overall percentage of forest products has probably declined – but only as the other segments have grown so much!"

He estimated that out of the 1.4 million TEUs of export cargo done in 2018, over half a million was forest products. The breakbulk percentage of forest based products has gone down while container business has gone up. However: "Forest products are a significant portion of our business and although breakbulk has lost a lot of market share, I think there is still good reason to use breakbulk carriers and we do have three facilities dedicated to breakbulk for forest products."

Logan continues: "We have to help companies to grow. That's why we are 100% focused on making this port an easy and cost-efficient way to do business. Our role is to keep the port fluid, to get goods in and out quickly," he explained and underlined: "It is all about scale. Our facility would not be nearly as efficient if it would be parceled in thirds."

The single facility means that the port has a single system and can provide the real-time visibility status of every container. "We think that

providing this level of information to our customers is beneficial for them and a differentiator for us," he said.

Regarding the current investment projects, Logan pointed out: "We are investing heavily to

meet the industry's needs before it arrives. One of our strengths has been building capacity before needed. We expect the forest product sector will continue to grow, and we are preparing now to accommodate that growth."



Sensitive paper rolls are handled with modern equipment

Chris Logan, Sr. Director Trade Development, Georgia Ports Authority

Chris Logan joined the Georgia Ports Authority in 2010 as Senior Director, Trade Development – Beneficial Cargo Owner Sales. Logan's primary focus of responsibility centers on global business development efforts of the Georgia Ports Authority in recruiting and expanding business relationships with importers, exporters and 3PLs to conduct trade and commerce via the Georgia Ports Authority. Prior to joining the Georgia Ports Authority, Logan worked for OOCL, P&O Nedlloyd & New Breed Logistics in various business development roles. He holds a bachelor's degree in Economics and Political Science from the University of North Carolina at Chapel Hill as well as a Masters of Business Administration from the University of South Carolina.





"We are working now to expand space as soon as possible"

FROM LOGS TO LINERBOARD, JAXPORT CAN HANDLE IT

By SUSANNE HAASE, Editor

Picture: Jaxport

The port is located on the St. John River

With the deepening of the Jacksonville, FL, harbor well underway, one of the largest commercial cargo ports on the US Atlantic Coast is in the midst of a historic period of progress. The aim of the federal project is to take the St. Johns River shipping channel to a depth of 47 ft.

Jacksonville is Florida's No. 1 container port complex by volume, offering worldwide cargo service aboard the world's major shipping alliances with direct service to Asia, Europe, Africa, South America, the Caribbean and other key markets. The Jacksonville Port Authority was created by a special act of the Florida Legislature in 1963 to develop, maintain and market Jacksonville's port facilities. Chartered by the state of Florida, the Authority was created as a government entity that would operate in a business-like fashion.

The Jacksonville Port Authority (JPA) also known by its brand name, Jaxport, is the independent government agency that owns and operates much of the seaport system at the Port of Jacksonville. It controls docks and wharfs,

cranes, a passenger cruise terminal, warehouses, paved open storage areas and road connections to the public highway system.

JPA maintains these facilities and manages their overall use. Looking at the local maritime industry, Jacksonville's maritime sector supports more than 65,000 employees. These include private sector jobs such as longshoremen, crane operators, truck drivers, warehouse workers, and others working in industries which rely on the port. Every year, goods from more than 100 countries pass through Jaxport.

Jaxport maintains and markets three cargo terminals, a cruise terminal and an intermodal rail terminal along the St. Johns River: Blount Island Marine Terminal, Dames Point Marine Terminal, Talleyrand Marine Terminal, the Jaxport Cruise Terminal and the Jaxport Intermodal Container Transfer Facility.

During the fiscal year 2017, a record 9.3 million tons of cargo was moved and US\$58.1 million in operating revenues earned. Moreover, the container business reached record volumes, with new services and options helping

the Asian container segment to grow the fastest, increasing 19% over 2016.

The port recently celebrated the second anniversary of operations at its Intermodal Container Transfer Facility, which surpassed projected volumes. Furthermore, three new post-Panamax cranes at the Blount Island Marine Terminal have been hard at work during their second year in service.

During a recent visit to Jacksonville, *IFPTA Journal* met with Ricardo Schiappacasse, Director, Forest Products and Specialty Cargos, at Jaxport to discuss the current and future business with forest products.

IFPTA Journal: Please give us the latest figures for volumes of forest products handled by Jaxport.

Ricardo Schiappacasse: We did 717,152 tons of pulp and paper in calendar year 2018. We also had more than 7,000 FEUs of logs exported. An FEU (*Ed. note: 40-ft equivalent unit*) shipping container is a shipping container whose internal dimensions measure about 40 feet long, 8 feet

wide, and 8 feet tall. It can hold between 20 and 24 pallets, depending on whether they are standard pallets or EUR-pallets.

When and how did the business with forest products start?

Over 20 years ago, Jaxport started handling pulp from Brazil and over the years pulp has become one of our key commodities. In the last 18 years, we have also started handling coated paper and paperboard from Finland. And we do export linerboard, logs and lumber.

Who are your most important customers in this regard?

UPM, Metsä Board and Fibria and Suzano – now, after the merger, Suzano – are the top shippers. But we are fortunate to have business with other manufacturers in Brazil, Chile, Germany and Finland as well.

What are the specific needs of customers shipping forest products?

This certainly varies by customer, but generally, we are expected to discharge the vessel in a timely manner and store the product in our warehouses. Live inventory control is a must as cargo arrives and leaves for delivery every week. Damage control is also critical to prevent damage of these valuable commodities. We maintain very close communication with all the customers both in the US and overseas. And: We also maintain the same connection with the ship owners that bring the products to our port.

Where are forest products from Port of Jacksonville mainly coming from or going to?

Pulp comes from Brazil, paper from Finland and logs go to China.

Did you recently invest in technology for transport and handling of forest products?

We are always dredging the berths and maintaining our buildings, gates and properties.

Are you planning to make further investments?

We are in talks with several key customers about their forecasts of future volumes to expand our footprint and add additional ware-



Loading of paper rolls

Picture: Jaxport



Ricardo Schiappacasse, Director, Forest Products and Specialty Cargo at Jaxport

Picture: SHA



Jaxport set a new port record with the largest container ship to ever call the port

Picture: Jaxport



Picture: Jaxport

The port has been handling Brazilian pulp for 20 years

houses. How much space will be build depends on what they tell us.

Which are currently the main challenges in the logistics business, at the Port of Jacksonville as well as in the US in general?

Today, vessel pricing is determined by how many stops they have to make before arriving in the US. Fewer stops is the best scenario. Some companies are now talking about loading a ship with 40,000 metric tons of pulp in Brazil and discharging all of it in one port. This is the most efficient and lowest cost scenario but you need sufficient deep water to handle the ship and sufficient space in the warehouse for this much cargo.

What's your take on the future?

In the coming years, expansion of pulp mills in Brazil will mean increased volumes coming to the United States. The challenge is to keep up with demand for warehouse space. Most port infrastructure projects take two years or longer to become operational. Engineering design, permitting, utilities and construction takes a bit of time as does to find funding. We are working now to expand space in Jacksonville as soon as possible!

Thank you for the interview!



Jaxport did 717,152 tons of pulp and paper in calendar year 2018

Picture: Jaxport

The AAR's 127th damage prevention conference detailed a host of resources designed to ensure loads arrive as desired

SHIPPING SAFELY

By GRAEME RODDEN, Contributing Editor

The 127th Damage Prevention and Freight Claims Conference of the Association of American Railroads (AAR) had an extra strong paper presence this year.

For the first time, it was partnered with TAPPI's Shipping, Receiving and Warehousing conference. The conference featured two paper breakout sessions as well as a pulp and paper market update from TAPPI's president and CEO, Larry Montague.

The conference was held in Omaha, Nebraska, home of the legendary Union Pacific railroad, and to kick off the conference, the company's CEO, president and chair, Lance Fritz, gave an excellent opening keynote address.

He said that even freight claims are an opportunity for a customer "to think highly of your business". Of course, it's the response to a complaint that may determine if customers will bring repeat business.

Fritz also said Union Pacific's new focus is on railcars rather than whole trains. The objective is to touch the cars as little as possible to minimize the possibility of damage.

Damage claims have been digitalized so the length of time it takes to settle a claim has decreased.

Looking at the overall economy in the US, Fritz said he feels it is slowing. Union Pacific's volumes are off 2-4%. He said there is "less heat" in the economy. There is less demand for investment; housing starts and auto sales are down.

Trade disputes and the threat of trade disputes are causing the economy to "pull in its horns."

He added that he hopes the US gets a deal with the Chinese and that "We only go through a soft patch with the economy, but that is probably naïve."

TAPPI's Larry Montague gave a pulp and paper industry update to the audience, introduc-

ing many to the research going on, particularly with nanotechnology.

He discussed the bright spots in the industry: containerboard and tissue. The former has increased capacity in the US for eight straight years through 2018. In 2018, it made up 49% of US paper industry production.

E-commerce now makes up 10% of US retail sales and corrugated box consumption is highly correlated to e-commerce.

The first Paper Breakout Session included papers on roll loading patterns, forklift safety and roll loading success stories. Walt Sullins, CSX, spoke about 58-in. rolls for 50- and 60-ft rail cars as well as 58-in. rolls with an incomplete second layer. He listed the general rules in the AAR Circular 42-M, for example, maximum roll weight, center of gravity. This guide shows various floor plans and filler types and specs for filler to pre-

vent damage. He also cited the AAR Closed Car Loading Guide, Part 2, Best Practices for Loading.

Sullins noted that many resources are available on the AAR website. Paper grade and roll pattern will determine the best load pattern but basically, all are equal. Also, it is important to remember that in the "real world", not all rolls are a perfect 58 in. and not all rail cars have squared, even walls.

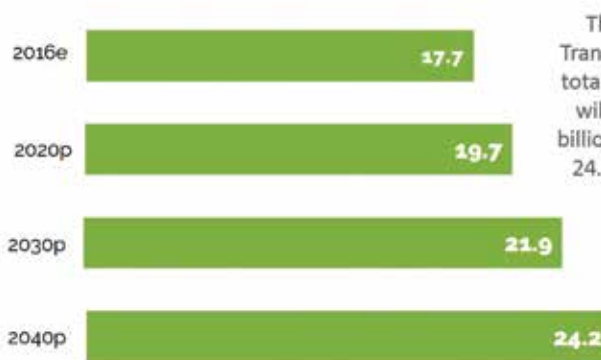
TECHNOLOGY TAKES THE BURDEN OFF LOADING DESIGN

A supplier detailed a software program that plans loads. Parmi Bagga, Load Xpert, said that if a shipper is not using an AAR load plan, it must get approval from all railroads that handle the load.

The Load Xpert software has all the parameters that shipper could possibly need to know: weight restrictions, roll size, car size,

DEMAND FOR FREIGHT TRANSPORTATION WILL RISE

BILLIONS OF TONS TRANSPORTED IN U.S.



The U.S. Department of Transportation forecasts that total U.S. freight movements will rise from around 17.7 billion tons in 2016 to around 24.2 billion tons in 2040; a 37% increase.

e — estimate p — projected

Source: FHWA Office of Freight Management & Operations, Freight Analysis Framework Version 4.4.1

spacers, T-loading (top rolls are perpendicular to the bottom rolls). Bagga said the software can do any configuration the shipper prefers to create load diagrams. The idea is to let the users choose where they place the dunnage.

Forklift safety is an ever present concern for mills. Joe Grana, Hyster-Yale, is a paper application specialist. He said that 70% of all forklift accidents can be prevented with proper training and screening. Tipovers (42%) are the leading cause of accidents. Others include vehicle/surface and vehicle/vehicle incidents. He added that there are OSHA-approved courses that are application and product specific. Re-certification is required after three years.

Virtual reality has found its way into training. Grana said its benefits include: little or no risk for the user; improved retention and recall; it is suitable for different learning styles; it can be done remotely, saving time and money.

Many innovations are being integrated into forklift design to improve safety and prevent damage. Some of these measures include tilt control, rotational control, hydraulic accumulator (helps prevent load slippage), new situational awareness equipment and wireless asset management.

Fire suppression is also important for forklift safety. It can be built into the lift truck, e.g. nozzles within the engine compartment.

Dynamic stability is on the horizon for Hyster-Yale, Grana added. It will sense if a load is in an improper position to travel.

Verso and WestRock gave examples of success stories with loading patterns. Verso's Chris Maki said the company had a lot of orders that it could not block with 24-in. risers because of the size of the rolls. It requested a trial using 30-in. risers at the end of the railcars to block incomplete layers.

The 24-in. rule was creating problems for Verso. The mill in question ships smaller rolls at relatively short distances.

It transported 11 loads like this in the Midwest US. The company worked with crews to document each shipment including photos and measurements. It did so at origin and destination. There were no issues with crushing of the risers. Some rolls did move in the doorway but this can be corrected.

Steve Legge, CN Rail, detailed a case history with WestRock in which the producer agreed to a trial with 54-in. diameter rolls in a 60-ft railcar with 16-ft doors, using no air bags. At first, WestRock was skeptical about how the rolls would stay in place. At destination, however, there was little movement.

Legge added that WestRock still had questions so the tests were continued (25 test loads) until the producer was satisfied.

Then, 50-ft railcars were tried (20 floor spots). But, the tests showed some movement at destination so other options were considered. Vertical airbags were used along with contour pads and honeycomb. These trials went well with little movement of the rolls at destination. Straps were used for doorway protection. No rubber mats were used.

Results have been published for the 60-ft railcar trials. Tests are ongoing for 54-in. rolls in various configurations.

ONE GALLON = 470 MILES = ONE TON

The following day, Ian Jefferies, president and CEO, AAR, gave a rail industry update. He said the rail industry in the US is as "safe as it ever has been." He cited statistics that show the train accident rate is down 36% from 2000 while the employee accident rate is down 48% in that same time.

Pedestrian/driver issues still exist and need to be improved. He noted that 98% of all accidents at rail crossings are due to driver error.

He said that the rail network is in its best shape ever with \$35 billion invested in each of the last three years. "Trains help reduce congestion, emissions and help reduce the number of trucks on the road."

He gave an oft-quoted statistic that shows the environmental advantage of rail transport: one gallon of fuel can move one ton of freight 470 miles.

Like Union Pacific's Fritz, Jefferies was wary about the economy, noting that trade tensions have meant rail traffic and inter-modal traffic are both down thus far in 2019.

As with other industries, rail is being defined by rapid innovation. "Big data is playing a key role in the industry," Jefferies said, giving preventive maintenance measures as one example.

The Transportation Technology Center, Inc. (TTCI) is a wholly-owned subsidiary of the AAR. Located in Pueblo, Colorado, it operates the Transportation Technology Center on behalf of the Federal Railroad Administration.

Lisa Stabler, president, TTCI, said this world-class research center has more than 48 miles of track at its site. It has full lab testing capabilities; this includes vibration testing, crash wall and impact testing, Simuloader, rolling contact fatigue simulator.

It is home to a security and emergency response training center (SERTC) that deals with hazmat response for surface transport. The center has trained 70,000 students.

Stabler said the TTC does a lot of research on infrastructure, mechanical and operations systems. For example, it has done a study on bridges. Stabler noted that there are more than 100,000 rail bridges in the US and that more than 50% of steel deck plate girder rail bridges are more than 100 years old. It has also done studies on automated train operations.

On the paper side, it does testing on loading and securing different paper grades as well as pulp.

Speaking of pulp, although most of the presentations dealt with paper rolls, Sam Gayle, Resolute, detailed the company's transport of fluff pulp from its Coosa Pines, Alabama, mill. The pulp rolls are stretch wrapped (two applications, no headers). Gayle said the pulp may also be shipped without being wrapped. It depends on the customer but more than 90% want the rolls wrapped.

A roll of fluff pulp is relatively soft and compressible compared with paper. Contamination is the big concern. Rolls cannot slide on the railcar floor or the wrap will tear and cause contamination. Floor prep is important and Resolute spreads a layer of pulp on the railcar floor.

Customers demands are numerous: no packaging damage, no out of roundness, no crushed cores, no wet rolls, no contamination either physical or odor. Gayle reiterated that the contamination issue is all important because fluff pulp may be used for hygienic or food contact applications.

The 2020 conference will be held in Niagara Falls, Ontario, Canada.

TROND PRESTROENNING ARRIVES AS NEW CEO AMERICAS AT FR. MEYER'S SOHN

Trond Prestroenning has strengthened the Fr. Meyer's Sohn management team as of Sept 1, 2019. He assumed the roles of Regional CEO Americas and President of Fr. Meyer's Sohn North America, LLC.

Tomas Jonson, previous CEO of North America for Fr. Meyer's Sohn, left the forwarder to pursue a new challenge in a different industry. Prestroenning has been in freight forwarding for 25 years. Born and educated in Norway where he started his career in the ocean carrier industry, for the last 14 years he has lived in the US where he has been working in senior leadership roles in companies such as Kühne+Nagel, Hellmann and DB Schenker. His last position was at DB Schenker as Executive Vice President, responsible for the sea freight business in North and South America.

Trond Prestroenning,
new CEO Americas at
Fr. Meyer's Sohn



Picture: Fr. Meyer's Sohn

UPM STEPS TO A DIGITAL TRANSFORMATION JOURNEY WITH SUPPLIERS

UPM is digitalizing procurement processes by creating a collaborative ecosystem with its suppliers. Processes, such as demand planning, tendering, contracting and purchase transactions will be simplified and automated by taking into use SAP Ariba solution.

„I am excited to invite our suppliers to this joint journey towards a future with efficient and easy collaboration which adds value not only to UPM and its suppliers but also to other stakeholders,“ Ilkka Nurmi, Senior Vice President, UPM Sourcing says. „This project with SAP Ariba means not only investing in a new technology but also investing in the skills of our employees. Going forward, transacting through Ariba Network will be the standard way of doing business with UPM,“ Nurmi continues.

UPM is a recognized industry leader in responsibility. By adopting the latest technology in managing supply chain transparency and risks proactively, the company continues to set the new gear in achieving sustainable and compliant supply also in the future.

SCA SELLS LOGISTICS TERMINAL IN ROTTERDAM

SCA intends to divest SCA Logistics (Rotterdam) B.V. by selling it to the Dutch company, Matrans Holdings B.V.

The transaction is expected to reduce SCA's net debt by about 575 million SEK, including both the purchase price and the effect of financial leases which are included in the sale.

SCA Logistics (Rotterdam) B.V.'s operations comprises the port terminal, stevedoring, forwarding and ships agency services. The company leases quay and the terminal land area from the Port of Rotterdam and owns the warehouses, offices, cranes and vehicles located on the leased area.

Matrans Holdings B.V. currently runs logistic services from neighboring terminals. As part of the agreement, Matrans Holdings B.V. will continue to supply logistics services to SCA. SCA Logistics will also continue to run efficient and regular marine feeder traffics for bulk, roro and container via the Rotterdam terminal. The terminal, under the new ownership of Matrans, will be run by the same management and staff effective immediately.

“SCA has run its own logistic services since 1967 and Rotterdam is one of the most important ports for SCA's products,” says Magnus Svensson, President Sourcing & Logistics. “Through the sale of the terminal to Matrans Holdings, we will be able to maintain the present high logistics service level.”

SCA Logistics (Rotterdam) B.V. has approximately 80 employees in the Rotterdam terminal. The intended sale is subject to customary Workers Council consultation and approval by Port of Rotterdam.

METSÄ FIBRE CONSIDERS INVESTING IN ANOTHER BIOPRODUCT MILL

Metsä Fibre has chosen ÅF Pöyry to do a pre-engineering assignment for a new bioproduct mill in Kemi, Finland.

The target for the ongoing pre-engineering project is to create conditions for building a bioproduct mill with an annual production capacity of approximately 1.5 million tonnes of softwood and hardwood pulp at Metsä Group's current mill site in Kemi.

In addition to pulp, the mill would produce various other bioproducts. This mill would be the biggest wood processing unit in the northern hemisphere. The new mill would replace the current Kemi pulp mill with its capacity of approximately 620,000 tonnes/yr. The total investment would amount to approximately EUR 1.5 billion. The final investment decision related to the Kemi bioproduct mill is expected to be made earliest in summer 2020.

Metsä Fibre has also awarded ÅF Pöyry with the pre-engineering assignment for a pine sawmill at its mill site in Rauma. The estimated annual production of this sawmill would be approximately 750,000 m3. The new sawmill would be the most modern and efficient unit in its field in the world. The level of technology and data utilization will be clearly raised higher, compared with current sawmills. The total investment would amount to approximately EUR 200 million. The final investment decision related to the Rauma sawmill is expected to be made in early 2020.

STORA ENSO WILL CONVERT OULU PAPER MILL INTO PACKAGING BOARD MILL

Stora Enso has decided to invest approximately EUR 350 million to convert the Oulu paper mill in Finland into packaging production.

The investment includes converting PM 7 into high-quality virgin fiber-based kraftliner production as well as the closure of PM 6 and the sheeting plant. Production on the converted machine is estimated to start by the end of 2020.

The typical end uses for kraftliner are in packaging segments that require high strength, quality and purity, such as food, fruit and vegetables as well as heavy duty packaging. Production will target global export markets.

Wood consumption at the mill will increase by 0.5 million m3 to 2.4 million m3 annually. Wood will be purchased mainly from private forest owners in Northern Finland.

NEW SWEDISH SHIPPING COMPANY FORMED: WALLENIUS SOL

WALLENIUS SOL is a new shipping company that will transport forestry products and other goods in a network covering the Gulf of Bothnia, the Baltic Sea and the North Sea. Founders are the two shipping companies Wallenius and Swedish Orient Line, SOL. The first customers to sign long-term agreements were Stora Enso and Metsä Board.

"Together we can offer a strong mix of experience and competence, which can support a growing forest industry," says Ragnar Johansson, Managing Director. "Wallenius has experience from industrial shipping, ship owning, ship building and ship management. SOL brings the competence of logistics from forest industry and other types of cargo in this geographical area."

The company will have service in the region around the Baltic Sea including Gulf of Bothnia, operating from five ports with regular calls to the continent and the UK. Specially designed vessels built to Finnish/Swedish ice class 1A Super will ensure year-round service, even in the the Gulf of Bothnia. The fleet in service in the Baltic Sea will initially consist of five vessels. Up to four new vessels are ordered and delivery of the new vessels is planned for 2021. These vessels will be

LNG-powered and will also have other features that make these vessels the most environmentally efficient vessels in the area.



AMERICAN TRUCKING ASSOCIATIONS: DRIVER SHORTAGE BALLOONED AT HIGHEST LEVEL

The American Trucking Associations released its latest examination of the driver shortage, finding the industry needed 60,800 more drivers at the end of 2018 to meet the country's demands for freight services.

"Over the past 15 years, we've watched the shortage rise and fall with economic trends, but it ballooned last year to the highest level we've seen to date," said ATA Chief Economist Bob Costello. "The combination of a surging freight economy and carriers' need for qualified drivers could severely disrupt the supply chain. The increase in the driver shortage should be a warning to carriers, shippers and policy-makers because if conditions don't change substantively, our industry could be short just over 100,000 drivers in five years and 160,000 drivers in 2028."

"The trucking industry needs to find ways to attract more and younger drivers," Costello said. "Right now, the average age of an over-the-road driver is 46 years old, and almost as alarming is that the average age of a new driver being trained is 35 years old."

In order to meet the nation's freight demand, the report says the trucking industry will need to hire 1.1 million new drivers over the next decade – an average of 110,000 per year to replace retiring drivers and keep up with growth in the economy.

HAVE YOU SEEN THE IFPTA WEBSITE?

This new website will help us keep our members connected. With social networking support, simple tools for staying in touch, sharing documents and photos and resources to support committees, we can use it to help market our association and highlight all the great work being done.

In addition, the IFPTA website (ifpta.org) is the workhorse that will collect member dues, support event registrations, and receive payments.

We invite you to come see what we've started. If you have any questions or issues logging in, please contact Ashley Westbrook (awestbrook@ifpta.org).

ONLINE ACCESS TO MEMBER DIRECTORY

All IFPTA members have access to the online member directory and other assets within the Members Only section of the website.

Simply log into your account on from the IFPTA home page to access all of the exclusive member only content, including:

- Current and past issues of the IFPTA Journal
- Online member directory
- Ability to update your member profile and contact information
- Renew your membership dues online

If you have any questions about how to access, please contact Ashley Westbrook (awestbrook@ifpta.org).

SAVE THE DATE: IFPTA ON THE ROAD – LONDON

Mark your calendars for our next IFPTA on the Road event taking place in London on Monday, November 11.

Marquess of Anglesey
39 Bow Street, Covent Garden
Monday, November 11, 4 pm – 7 pm

IFPTA on the Road is our traveling series of educational and networking events tailored exclusively for IFPTA members and their guests.

RSVP today – send an email to Ashley Westbrook – info@ifpta.org

IFPTA GETS SOCIAL

Follow the IFPTA on LinkedIn and Twitter to get even more updates and information about the forest products logistics industry.



Our Twitter feed is full of the latest news from around the industry.

@IFPTA



Our LinkedIn group is a great place for news updates and having conversations with other forest products logistics professionals around the world.

<https://www.linkedin.com/groups/108004>

UPCOMING INDUSTRY EVENTS

2019

Breakbulk USA

October 8-10
Houston, Texas
<https://www.americas.breakbulk.com/Home>

MIAC

Lucca, Italy
October 9-11, 2019
<https://www.miac.info/en/>

RISI North America Conference

Boston, Massachusetts
October 28–30, 2019
<https://events.risiinfo.com/north-american-conference/>

RISI International Containerboard Conference

November 13-15, 2019
Miami, Florida
<https://events.risiinfo.com/icc/>

London Pulp Week

November 11-15
London, United Kingdom
<http://www.bwpa.org.uk/events/london-pulp-week/>

NEW IFPTA MEMBERS

Please join the IFPTA Officers & Directors and welcome the newest members of the Association. Please reach out to info@ifpta.org for new member contact information.

Belgium

Luk Wuyts

Wu Liangming

Chen Feng

Carsten Mehlhop

Markus Panhauser

Sweden

Marna Edmark

Brazil

Ricardo Mattos

Maria Regnia Baia

Finland

Ilkka Hiirsalmi

Kaj Fahlund

Tapio Mattila

Pekka Immonen

Simon Worlund

Kateryna Tsekhmistrenko

Netherlands

Peter Gutter

Matthijs Mannak

Fred Diepeveen

United Kingdom

Martin Phillips

Canada

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United States

Patricia Freyler

Thomas Keenan

Stuart Menzies

Marc Waetjen

Fraser Hart

China

Chen Wei

Du Xiaotian

Kris Dhondt

Lei Dang

Germany

Stephan Schmidt

Michael Weisner

Thomas Kuepper

Singapore

Andreas Bolte

Spain

Peggy Domingo

Vincent LoCicero



International
Forest Products
Transport
Association

I F P T A



IFPTA On the Road - London

Monday, November 11

4:00pm - 7:00pm

Marquess of Anglesey Pub

You are invited to join the IFPTA Officers & Directors for an afternoon of education and networking. This will be held in conjunction with London Pulp Week. The speaker will be announced in the coming weeks.

[RSVP today](#) - Ashley Westbrook - info@ifpta.org

The *International Forest Products Transport Association* (IFPTA) was established in 1982 as an organization for professionals within global forest products logistics and related industries. The Association provides a networking framework to encourage communication and innovation among all roles and participants in the supply chain.

Learn more at www.ifpta.org

AN ANALYSIS OF RECENT MARKET MOVES: BY THE RISI ECONOMISTS

CORRUGATED CONTAINERBOARD

This year, Amazon's annual Prime Day sale resulted in sales of more than 175 million items in just two days, more than the online giant sold on Black Friday and Cyber Monday combined. The e-commerce sector is rightfully attracting a great deal of attention, as it has driven nearly half of total retail sales growth (excluding gas and autos) over the past three years, well over triple the e-commerce and mail order share of retail spending.

Over the past two years, we have informally discussed the role of e-commerce for containerboard and corrugated demand in a series of Viewpoints, and a deep dive into this topic can now be found in The Impact of E-commerce on North American Paper Packaging Markets, an all-new study that for the first time precisely identifies and forecasts the e-commerce effect by combining a wide variety of detailed data sources. This Viewpoint will discuss a few of the study's findings on the impact of e-commerce so far and how we approach the risks and tracking of this increasingly important topic.

Previous Viewpoints have noted the strong correlation of the US containerboard and box markets with industrial production of non-durable goods, as well as the fact that US box shipments have revitalized from the stagnation of the early 2000s and clearly outperformed the non-durables sector. Indeed, as e-commerce ascended, US domestic box shipments grew an average of 1.9% in 2015-2018, the best string of performances since the 1990s and about 0.7 percentage points faster than non-durables growth after years of falling behind the lukewarm sector. E-commerce retail requires more packaging, and far more robust packaging, than the brick-and-mortar supply chain, with e-commerce and mail order retail using seven more times more corrugated per dollar of spending than brick-and-mortar channels.

This kind of calculation was possible only through the study's approach to combining finely grained data, which allowed a precise identification of the role for e-commerce in the corrugated and containerboard markets. In the study, estimates of box usage per dollar are used to calculate the amount of corrugated and containerboard used in wholesale e-commerce and retail e-commerce/mail order, which are combined with the other box demand that is driven mainly by non-durables. In 2018, about 40 BSF of US domestic box shipments were destined for e-commerce end-uses.

Of course, some of the box shipments to the e-commerce sector would have normally gone to standard channels with less intense corrugated usage. For retail e-commerce and mail order, more than 80%

of the box demand can be described as a true boost, but crowding out is a much more significant factor for wholesale e-commerce, which uses only about 15% more corrugated per dollar compared with traditional channels. This is why the 40 BSF of total e-commerce/mail order box demand is smaller than the apparent boost of 20 BSF discussed in previous Viewpoints that have focused on the gap between actual box shipments and the level suggested by industrial production. Net of crowding out, the e-commerce boost explains 94% of domestic box shipments' total outperformance of non-durables since 2014, and the ability of the study's approach to explain history adds to our confidence in its forecasts of future box and containerboard demand from e-commerce.

The importance of the e-commerce boost has been highlighted by the North American containerboard industry's achievement of simultaneously absorbing a major round of new capacity and seeing profitability rise to peak levels, an impressive feat given the laws of supply and demand. However, we believe that the glory days are reaching their end for several reasons: the US economy seems to be exiting (or has already exited) the peak of its economic cycle; real e-commerce and mail order spending growth, despite continued strong nominal gains, slowed for the third consecutive year in 2018 to fall below 10%; and various initiatives are eroding the ability of e-commerce retail to drive such intensive use of corrugated.

We view all three of these categories as distinct risks, as a deep recession, for example, could precipitate a brick-and-mortar retail meltdown that ends up increasing the amount of e-commerce spending. Trends such as ship-in-own-container (SIOC) packaging, competition with mailers and non-corrugated package delivery, and on-site custom box conversion are already reducing the amount of packaging across all the merchandise categories covered in the study. Although the risk from mailers is far lower for furniture sales compared to apparel, all merchandise categories covered in the study have significant exposure to these trends. Consequently, the impact of bonus packaging growth from the e-commerce boost is expected to lessen going forward.

For readers interested in tracking the latest developments in e-commerce and packaging, the most essential sales data to follow may be the monthly electronic shopping and mail order category (NAICS 4541) from the Census Bureau's Monthly Retail Trade Report, which is not as detailed as the annual data used to make the precise calculations that drive the study, but it is highly current and more relevant to packaging than the headline quarterly e-commerce retail statistics. The default quarterly statistics exclude non-web mail order sales shipped in boxes but include some online-negotiated sales categories that are totally irrelevant to paper packaging. Year-over-year growth in electronic shopping and mail order slowed throughout 2018 and then fell off a cliff in December, but growth has recovered in 2019, and the continued progression of e-commerce's retail market share will likely result in healthy e-commerce spending growth almost regardless of economic outcome.



Despite the corrugated conservation trends among e-commerce companies, there is quite a bit of room for the relationship between e-commerce retail sales and corrugated to erode while still supporting containerboard demand.

DISSOLVING PULP

The global dissolving pulp market has evolved rapidly over the past decade. Growth in world demand has jumped from an annual average of 2.7% in 2000-2009 to 7.3% in 2010-2019, with the volume increase surging from 1.0 million tonnes in the prior period to 4.2 million tonnes in the latter period. The acceleration in dissolving pulp usage has been due to substitution of viscose fibers, mainly viscose staple fiber (VSF), in the textile fiber market, largely at the expense of cotton. China has emerged as the dominant source of demand for dissolving pulp, accounting for three-quarters of global growth during the last 10 years. The Chinese share of world dissolving pulp usage is now 60% compared to 20% in 2000.

Investment in new dissolving pulp capacity has expanded just as rapidly as demand. After increasing by only 1.1 million tonnes from 2000 to 2009, global capacity has surged by 4.3 million tonnes over the last 10 years. Initially, most of the capacity expansion was in the Northern Hemisphere as higher-cost paper grade pulp mills converted to viscose pulp to capitalize on the rising demand and better profitability compared to paper grade pulp. Conversions of paper grade pulp mills continue to constitute the largest portion of new dissolving pulp supply, but the investments have started to shift to larger, lower-cost mills in the Southern Hemisphere as the size of the market expands.

An interesting offshoot of the large number of paper grade pulp conversions is that the number of mills able to swing between paper grade and viscose pulp has ballooned. Nearly all the new capacity that has entered the dissolving pulp market over the last 10 years is capable of swinging, with even the limited number of new mills being configured to be able to swing. Therefore, about 40% of global dissolving pulp capacity can shift relatively quickly between paper grade and dissolving pulp.

Another interesting development on the supply side of the dissolving pulp market is the ability to rebuild existing continuous digesters at paper grade pulp mills to be able to produce viscose pulp. When the boom in conversions started in the first half of this decade, only mills with batch digesters were able to convert from paper grade to viscose pulp. This requirement normally meant only smaller pulp lines were candidates for conversion. The technical advances that allowed the conversion of lines with continuous digesters boosted both the number and size of lines that became candidates. The largest paper grade pulp line of which we are aware that can now swing into viscose pulp production is 1.5 million tonnes per year.

The dramatic expansion of dissolving pulp capacity from conver-

sions of paper grade wood pulp lines over the past decade has severely undermined one part of the supply chain. Viscose pulp mills in China based on cotton linters were historically the major supply source for the domestic Chinese VSF industry. As recently as 2010, Chinese cotton linter pulp mills represented 25% of global dissolving pulp capacity and supplied half of domestic Chinese dissolving pulp demand. Our latest estimates put Chinese cotton linter dissolving pulp capacity at just 9% of the global total and supplying only 12% of domestic Chinese demand. Intense competition from lower-cost dissolving pulp mills using wood, both domestic and overseas, has been a major factor leading to a 40% drop in Chinese cotton linter dissolving pulp over the last 10 years.

Prices of paper grade and viscose pulp used to be relatively independent of each other. They were both affected by the macroeconomic environment and variations of input costs since both products use pretty much the same inputs, but demand/supply conditions could be completely different. The prime example of this independence was the huge increase in viscose pulp prices in 2011 which took the premium with respect to paper grade prices to a high of \$1,400/tonne versus an average of \$200/tonne over the previous decade. The massive expansion of swing capacity in this decade has cemented a much closer relationship between viscose and paper grade pulp prices. Since 2013, the average premium for viscose pulp versus paper grade pulp has been \$230/tonne, with a high of \$350/tonne and a low of \$125/tonne. Our analysis indicates that the average cash cost differential between producing viscose and paper grade pulp is about \$200/tonne, making it likely that the price differential will continue to cycle around this figure as swing mills shift between these products.

We are getting close to publishing our fourth edition of the Outlook for the Global Dissolving Pulp Market. This edition will include a forecast extending through 2030, allowing us to analyze the further evolution of the market for another decade. We already know that the supply side will continue to shift toward the Southern Hemisphere since two large investments have been announced for Brazil. One big question is whether demand growth will be fast enough to absorb large additions on the supply side or if smaller, older dissolving pulp lines in the Northern Hemisphere will be driven out of the market. A plethora of other issues will be addressed on both the demand and supply sides of the dissolving pulp market along with an updated survey of current sellers and buyers with details on their assets and expansion plans.

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IFPTA

International Forest Products Transport Association (IFPTA) is registered in the USA as a non-profit mutual benefit corporation, 1982.

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IFPTA Journal

The IFPTA Journal is published quarterly in March, June, September and December by RISI, Inc. The Journal publishes articles and other information of general interest to the association's membership. The Journal reserves the right to edit all submitted material. Opinions or views expressed in articles are not necessarily those of the association. Reproduction of material from the Journal can only be made with written permission from Fastmarkets RISI. The Journal is distributed for free to IFPTA members as part of their membership package.

The Journal welcomes articles of between 1,000-2,000 words on any aspect of the forest products transportation sector.

For IFPTA Journal editorial team, contact:

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IFPTA website

www.ifpta.org

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