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50 YEARS OF SUSTAINABILITY: A ROADMAP FOR FUTURE SUCCESS

From triumphant achievements to monumental obstacles, Per Hansson, Sales Director, Bruks Siwertell AB, has faced many challenges, and knows there are many more to come; he sees sustainability goals as a roadmap for continuing success in a changing world

As board members, we make decisions that drive the company forward, and reaching our sustainability targets is a major consideration. For a company like Bruks Siwertell, sustainability targets are crucial for fostering environmental responsibility, social well-being, and long-term economic viability. They provide a roadmap for our organization to minimize its ecological footprint, enhance community engagement, and secure our continuing success in a changing world.

Having said that, through Olle Siwersson and Gunnar Tell's fantastic Swedish invention, refining Archimedes' screw, Siwertell dry bulk technology has delivered sustainable material handling since 1974. So, the principle of environmental protection is nothing new to us, a fact highlighted last year with winning the well-respected International Bulk Journal (IBJ) Environment Protection Award (cargo handling) for the third time.

CONFIDENCE THROUGH EXPERIENCE

To take the lead, and make a decision, is all about being confident, whether it is an idea, problem-solving or an emergency situation that requires a split-second decision. This confidence comes through experience, listening and discussing, and trust in your colleagues. Decisions are rarely a one man show, they are based on a collective effort.

Starting within our service department as a key account manager in 2006 was a pivotal learning experience for me. It was here that I began to understand our ship unloading, ship loading, and conveyor products down to a nuts-and-bolts-level, and really appreciate the importance of maintenance and through-life service support for equipment.

Working in the field means that you are continually thrust into numerous, often new, challenges, that provide a spectrum of experiences, which span from triumphant achievements to monumental obstacles, each contributing and building on your individual knowledge and character.

In 2012, I moved into contract management, where you are responsible for the delivery of an entire project. Over the next ten years, I learned even more,

seeing how dry bulk handling concepts, and everything that they entail from logistics to electrical systems, are transformed from a piece of paper to reality. Add to this, liaising with customers and understanding their needs and demands, really enriches these opportunities. I started in sales in 2021, and believe that I bring the full weight of all the knowledge that I have learned to every new task that I engage with; I love this company and will help in any situation where I can contribute.

Our people, with their enthusiasm and experience, are undoubtedly the beating heart of our company. Working with a 'good' team, with relevant experience, is not just important, it is crucial.

A TRIUMPHANT PERFORMANCE TEST

If I was compelled to highlight just one of my experiences, I would choose to spotlight the inaugural trial run of two rail-mounted Siwertell ST 940-DOB ship unloaders, operating at Formosa Ha Tinh Steel Corporation's steel plant in Vietnam.

These two colossal coking coal unloaders, distinguished as the largest in our repertoire, are explicitly engineered for very large vessels of up to 205,000 dwt in size. However, the initial challenge presented itself in the form of a vessel loaded with a mere 40,000 dwt of thermal coal.

The subsequent chapters of this pioneering installation, ultimately culminating in a triumphant performance test, surpassing the threshold at 2,400t/h, unfolded; every challenge was met with a solution, and sometimes a grease-gun, and my thirty-six-hour inaugural unloading shift ending with me in desperate need for a shower and clean clothes, and a colleague falling asleep on my lap on our car ride home to the hotel.

This tale, brimming with its, mainly highs and occasional lows, serves as just a glimpse of the rich tapestry of experiences that working with the company has brought. I can honestly say that my time with Bruks Siwertell has been thoroughly enjoyable. It has granted me valuable learning experiences and opportunities, meaningful friendships, and presented challenges that have enriched my career. What more could one possibly ask for?

WHY INVEST IN SIWERTELL?

Believing in the company and its dry bulk handling products is essential when negotiating a contract. So, why should an operator invest in Siwertell ship unloading technology? For a start, it offers efficient, dust-free, spillage-free dry bulk handling operations with low power-consumption demands. On top of this, the machinery is reliable and durable, and offers exceptional total cost of ownership. Our installations also come with a great team behind them, ensuring that we back up our delivery promises throughout the equipment's very long service life.

I would also like to note that a Siwertell screw ship unloader is an enjoyable machine to operate, and a huge step-up for operators previously used to using grabs or pneumatics; Siwertell ship unloaders not only bring owner benefits, but user benefits as well.

ALL THE INGREDIENTS

Siwertell dry bulk material handling technology has all the ingredients to keep pace and meet future market needs. There will always be a demand for moving dry bulk from one point to the other, and as a company, we will always strive to do this in the best way possible.

Technological developments over the last fifty years include improving, and even introducing a new counter-rotating inlet feeder, which is central to the

efficiency of the ship unloader. The lifetime of the screw conveyor has been extended and digital developments have been introduced, such as Siwertell Smartview, which is a cloud-based industrial Internet of things (IIoT) device.

Digitalization can and will play a transformative role in the dry bulk handling industry, offering numerous benefits and opportunities for companies like ours including: operational efficiency; automation and robotics; data-driven decision-making; supply chain visibility; predictive maintenance; remote monitoring, service and control, and customer engagement; energy efficiency; and safety improvements.

While digitalization presents numerous opportunities, and the dry bulk industry becomes more interconnected and reliant on digital technologies, it is therefore important for companies in the sector to address challenges that they bring such as cybersecurity risks, data privacy concerns, and the potential need for upskilling the workforce to operate and maintain digital systems. Also, with the rapid adoption of digital systems, there comes the challenge of technological obsolescence; advances mean that outdated systems may become obsolete quickly.

Investing in future-proof technologies and maintaining a commitment to ongoing innovation is crucial to staying competitive. Overall, embracing digitalization can position companies for increased efficiency, competitiveness, and sustainability in this evolving landscape.

DYNAMIC, FUTURE DEVELOPMENTS

The dry bulk market is dynamic and future developments will continue to shape its trajectory. Factors such as advances in green shipping technologies, geopolitical changes, and global economic trends will likely play crucial roles in the industry's evolution over the coming years.

We, as a company, can only stay on our toes, be flexible and adjust to the market's evolution.For example, the dry bulk industry will have to work hard to achieve regulatory compliance in a market that will demand increasingly stringent environmental, safety, and emissions regulations, driving the investment in technologies that align with evolving standards and regulations.

Energy transitions are happening, and the global shift towards renewable energy sources and changing energy landscapes may alter the types and volumes of dry bulk materials being handled. Adapting to these changes and identifying new opportunities within the evolving energy sector is a complex challenge.

Safety within this picture is paramount, and our experience of virtually all dry bulks cargoes really highlights that some materials require much more caution than others, for example, volatile cargoes such as bulk sulfur. Our experience of handling this commodity has enabled us to adapt our technology to safely handle biomass in enclosed conveying lines as well.

Alongside this, the future is likely to reveal economic fluctuations and uncertainties, supply chain disruptions, as well as resource scarcity and price volatility, all will impact demand for various dry bulk materials and the drive for infrastructure projects. The global dry bulk industry must be prepared to navigate economic challenges and fluctuations in the availability and prices of raw materials, and adapt to changing market conditions.

ADAPTABLE AND RESPONSIVE

There have been many changes in the dry bulk industry over the past fifty years, technological advancements, globalization and trade shifts, and there are a lot more to come. Today, we are facing tighter environmental

regulations, bulk carrier design changes, supply dynamics and commodity demand, along with energy transitions and the demise of coal.

It is important to note that predicting exact developments over the next fifty years is challenging, and the industry will likely experience unforeseen changes and innovations. Companies like Bruks Siwertell will need to remain adaptable and responsive to emerging trends and technologies to stay competitive, and contribute to the advancement of the dry bulk handling industry; I believe that it will.