



“Highest price but clearest result focus and best competence”

The Swiss company, Emhart Glass is a world-leading manufacturer of automatic glass forming machines for the production of bottles and jars. In 2009, Emhart Glass established a partnership with Sonat for the purpose of establishing, operating and developing the operation’s global shipping function.

“We have extensive experience in outsourcing logistics and have learned “the hard way” what kind of partner we need. Our starting point has always been to select a partner that really has the right competence and has focus on the total cost and result rather than on the lowest price,” says Anders Löfvenmark, Logistics Director at Emhart Glass Sweden AB in Sundsvall. He says that Sonat was the candidate that had the most expensive price tag for their services, but that the offer won since it was most focused on total cost, constant development and results.

“Sonat has a proven ability to take responsibility for running operative logistics processes and long-term development. In addition, the neutral role in relation to transporters is an important factor for our selection,” says Anders Löfvenmark, and adds that he hopes that Sonat’s ability within freight purchasing will be reflected in substantial cost savings.

Business critical process

Logistics is a business critical process for Emhart Glass. Machines and spare parts must be delivered

rapidly and at the contracted time to the company’s demanding customers in Europe, the US and Asia. Missed or delayed deliveries can result in very costly operational interruptions with customers, which can be devastating for both delivery ability and for the company’s image.

In order to succeed with the assignment of building up a shipping function that meets Emhart’s demands and expectations, Sonat assembled a team that has broad specialist competence within project management, logistics, IT, purchasing and quality. In a corresponding way, all of Emhart’s central functions were involved in the work, for example logistics, production, purchasing, finance and corporate management, including the president.

In 2009, cooperation was established and the new shipping function was implemented. So far the cooperation has worked extremely well and is now going into an ongoing operation and development phase.

“With Sonat we have found a cooperative partner who takes responsibility for everything from comprehensive management, planning and coordination of our

transport flows to the more long-term development of logistics. Development abilities are important to us and in view of that, Sonat is the perfect partner for us,” says Anders Löfvenmark.

Cooperation being developed globally

As a result of the good cooperation, an expansion of Sonat’s responsibility is now being planned. Anders Löfvenmark mentions that one future cooperation area involves the management of Emhart’s flows from Malaysia and also certain flows from Switzerland. Another focuses on the inflow of direct material to the production facility in Sundsvall.

“The takeover and implementation of our shipping function has worked incredibly well. This means that we have full confidence in increasing our cooperation with Sonat in the future!”

Clear results

After only a little over six months’ cooperation clear results have already been seen. Renegotiations of transport agreements have resulted in approximately twenty percent cost savings. In addition, the general efficiency in the order process has improved substantially as a result of an increased integration of the operation’s processes and systems. One example is that the control of customs and VAT handling has improved, resulting in lowered customs fees and more VAT refunds.



- Emhart glass is a world-leading, global manufacturer of automatic glass forming machines for the production of glass bottles and glass jars.

- The company has its headquarters in Switzerland as well as production and sales in Europe, the US and Asia.

- The Swedish operation, Emhart Glass Sweden AB, has approximately 400 employees, sales of SEK 1.6 billion, and has facilities in Sundsvall and Örebro.