



Anders Österberg, customer service and sales manager

“Strengthening our competitiveness”

The company, SAKAB AB, in Kumla, is one of Sweden’s leading companies within the areas, handling dangerous waste and ground decontamination. In the company’s own information material it is stated that “SAKAB detoxifies the recycling system”.

“Our goal, to the largest possible extent and in a controlled way, is to help remove dangerous and toxic substances from the recycling system,” says Anders Österberg, customer service and sales manager at SAKAB.

The majority of all the material that is handled by SAKAB is transported to the company’s treatment facilities seven kilometers east of Kumla. There are two modern incinerating facilities there and a deposit for hazardous waste.

Transports as competitive resources

Sakab’s customers are primarily located in Sweden but also in other countries in Europe, and in exceptional cases, even farther away. A growing percentage of increasingly varying waste is therefore transported rather long distances. Every day close to 60 vehicles arrive at SAKAB’s facility in Kumla. They consist of tractor trailers, tank trucks, bulk vehicles, lift dumpers, trains and other special vehicles.

“The transports have become an increasingly important part of our business, both as a percentage of the total cost and as a part of our services. Being able to transport cost-efficiently, environmentally-friendly and securely at the same time is a vital competitive resource,” states Anders Österberg.

For almost the last fifteen years, the market for waste handling has been deregulated and strongly exposed to competition. At the same rate that competition is increasing and margins are shrinking, SAKAB must hold costs down and keep the service level high.

Anders Österberg tells that SAKAB’s salespeople are quite good at taking responsibility for comprehensive commitments regarding waste management and handling customer relations. On the other hand, the transports are both complex and time consuming, which is the background to why SAKAB has initiated cooperation with Sonat, and through that, freed up time for the salespeople.

“Previously, we lost business because our transport and logistics solutions were not sufficiently competitive.

With Sonat as a partner we have a specialist that helps us to procure this with professionalism and cost awareness.

Challenging problem solving

Sonat’s business manager, Hans Gävbo, emphasizes that the cooperation with SAKAB is a challenge that demands creativity and problem-solving abilities.

“The varying needs and complexities in SAKAB’s operation is a challenge for us at Sonat. A single assignment can involve everything from transporting old telephone poles from Norrland to shipping chemicals for rocket fuel from the former Soviet Union. In the future, SAKAB and Sonat see the possibilities to expand the cooperation even more. One area that is being discussed is to review SAKAB’s entire transport operation and all contracts. There is great potential there to achieve both cost savings and better service.

ABOUT SAKAB

SAKAB offers its customers complete solutions for hazardous waste and contaminated ground areas. The company's services contribute to a non-toxic recycling system. SAKAB has sales of SEK 400 M and has approximately 155 employees.

The majority of SAKAB's operation is carried out at the company's facility in Kumla, which has highly efficient incinerator facilities and a waste deposit. The facility is designed to handle high temperature combustion, evaporation, treatment of polluted soil, wet chemical treatment, mercury stabilization and also deposits for hazardous waste.

THE PROBLEM

An increasingly larger and more important part of SAKAB's business consists of different types of transports. A lot of business has been lost due to lack of competence and time to procure transports that meet the high demands placed on cost-efficiency, environmental considerations and safety.

THE SOLUTION

Sakab decided to purchase Sonat's service, Freight Management, which consists of three parts:

- **Design** – a number of transport solutions are presented, all based on high demands on quality, environmental consideration and cost.
- **Procurement** – identification and procurement of the transport solution that has the best price for the selected performance level.
- **Introduction** – takes responsibility for ensuring that the procured solution is actually delivered at the right quality level and price.

In addition, Sonat provides a help-desk for Sakab's personnel, which assists in all transport-related questions.

THE RESULT

- Sakab's salespeople can focus on selling effective, comprehensive solutions to customers.
- Sakab's salespeople have full knowledge about the transport price before the assignment is offered – this creates conditions for better profitability.
- Salespeople can offer more varied, complex offers that require long-distance transports.
- More offers are taken as a result of more competitive transport structures.