

# Séminaire du CIRRELT



## Anna Furness-Lindén

Researcher in Business Process Engineering and Supply Chain Logistics. Special emphasis on sourcing, trade of services and contracted work. Skogforsk, The Forestry Research Institute of Sweden.

### **Agreed documents – tools for comprehensible and solid contractor agreements in forestry**

Since 2007, Anna is in charge of a branch-wide project in standardization of agreements in forestry. She will report from this, still ongoing, work. Agreed documents are standard agreements, settled between buyer and seller of contracted work. A set of agreed documents is often found in industries where contracting processes are undertaken in a quite repetitive way and where products or services sold are relatively homogenous. Standardizing and thereby rationalizing the otherwise quite extensive purchasing work as such, is of course an overall purpose, combined with the aim to minimize costs within the buyer-seller system, created by experienced uncertainty. Discussing this, Anna will give a brief overview of the evolution of the market for contracted services within forestry and the current situation for contractors.



## Karin Westlund

Researcher in the area of Logistics and Operations. Research for wood procurement. Skogforsk, The Forestry Research Institute of Sweden.

### **Wood-flow logistics, using the tool FlowOpt**

FlowOpt is a computerized decision-support tool that enables enterprises, large or small, to find the lowest possible haulage costs, regardless of whether the wood flow is light or heavy. Since 2007, Karin works mainly with these types of strategic analyses mainly for big Swedish forest companies, using the FlowOpt tool. Common questions at issue are which timber loads should go to which mills and prospects of return loads. Another type of analysis is using Flow Opt to calculate savings coming from exchanges of volumes between companies. This also leads to questions of profit sharing in the end. Karin will give a brief overview over what types of projects we work with in the program of logistics, including FlowOpt analyses.

#### **Our research challenge of today!**

Swedish forestry and Skogforsk in particular feel a need to have a clear and overall acknowledged framework to discuss and analyze the general supply chain in the forestry wood supply systems. At Skogforsk, research up until today have been somewhat fragmented. Research have been carried out, focusing on the physical logistics, transportation problems and optimizations of wood flow in parts of the supply system. Research have also been carried out on data flow and digital logistics in forestry and finally in separate ways also within the discipline of business logistics. Generally though, efforts made have not necessary been taking into account the net efficiency of the overall supply system. Karin and Anna are now starting up a project with the explicit aim to be able to discuss the supply system in a holistic way using an appropriate model, and – by doing this within an international co-operation approach, to compare and learn from other industrial forestry regions.

**Le lundi  
27 avril 2009**

**10h30**

**Local 1120**

**Pavillon Adrien-Pouliot**

**Université Laval**

**Bienvenue à tous**

**et à toutes!**

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