

Request for Interest  
Green COA 2025-2029

Joint invitation from:  
NorStone AS, HeidelbergCement Group,  
and AT Skog SA

NorStone and AT Skog have ambitions of realizing a zero-emission bulk carrier as soon as possible. The ultimate goal is a coastal fleet of zero emission bulk carriers.

Therefore, NorStone and AT Skog invite suppliers to give input on how to introduce a green COA before a Request for Quotation is defined. This is the first step in a tender process to find partners who can provide the requested service and realize at least one zero-emission ship during the contract period. The GSP<sup>1</sup> Service Centre for Green Fleet Renewal assists in the process.

NorStone and AT Skog need low emission services from January 2025. There is cargo for full employment of a 3-4000 dwt ship with good directional balance, and more than 1 200 000 tons of cargo in addition. Hereafter NorStone AS and AT Skog SA are called the “Cargo Owners” and the tenderer for this request is called the “Bidder”.

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<sup>1</sup> Green Shipping Programme, <https://grontskipsfartsprogram.no/>

# 1. The required transport

## Overview

NorStone and AT Skog both operate in the Boknafjord on the Westcoast of Norway and can combine cargoes with limited ballast.

AT Skog is a cooperative for forest owners in the Southwestern and Southern part of Norway.

AT Skog is planning a new factory on Fiskå, producing animal feed from wood molasses. This will require regular transport of timber throughout the year.

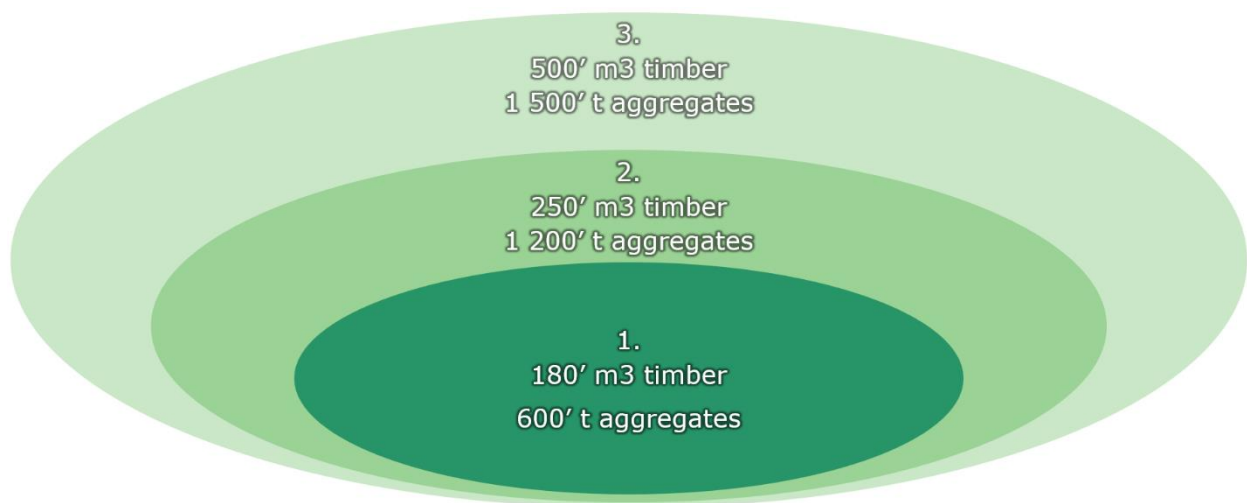
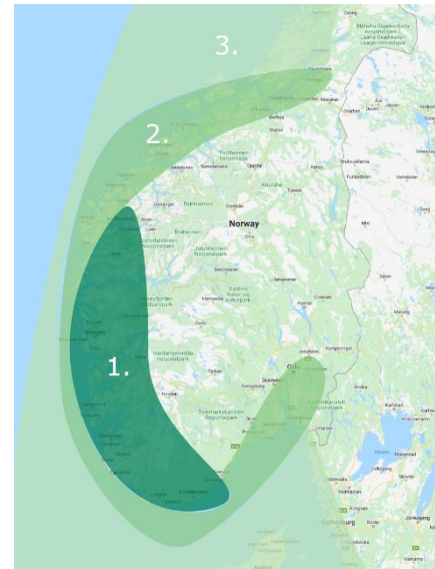
NorStone is one of Norway's largest producers of aggregates and part of HeidelbergCement Norway. NorStone has several quarries and transports yearly 1,5 million tons by sea. Cargoes from Tau, Jelsa and Årdal combine well with the timber to Fiskå.

The yearly volume in this request is a total of:

- 1.500.000 tons aggregates for NorStone
- 500.000 m3 timber for AT Skog

The cargoes can be divided in three levels as illustrated below, with the inner circle having the best combination synergies.

1. Low ballast roundtrips based around Tau, Jelsa, Årdal and Fiskå.
2. Volumes within the Trondheim – Oslo range
3. Cargoes to and from Northern Norway as well as export to Northern Europe



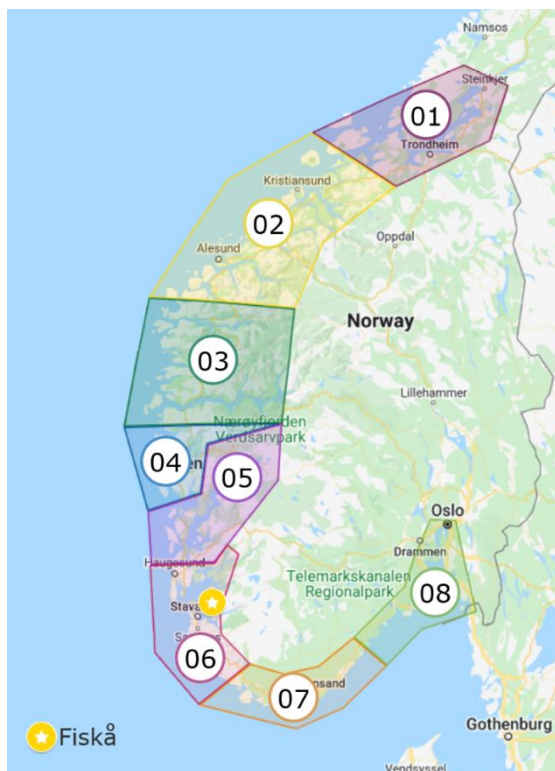
Note: All timber volumes are solid cubic meters (scbm)

## Volume with best combination synergies

For AT Skog the expected distribution of the loading areas for the 180 000 m<sup>3</sup> (solid cubic meters - scbm) to Fiskå, Boknafjord, is roughly as follows (subject to changes and annual variations):

Region	Volume (sm <sup>3</sup> )
<b>03 - Sognefjord and Nordfjord</b>	20 000
<b>04 - Bergen incl. Samnanger</b>	14 000
<b>05 - Hardangerfjord</b>	24 000
<b>06 – Rogaland</b>	34 000
<b>07 - Agder and Telemark</b>	88 000

The map below shows the regions defined by AT Skog. NorStone has outbound combination cargos from Tau, Jelsa and Årdal to ports close to these timber loading areas.



An interactive map of the regions can be found online, following [this link](#).

## Operation

NorStone loads at their quarries and discharges to their own terminals and to customers. The aggregates can be in different grades that must be separated.

AT Skog typically loads at 2-4 loading ports per voyage. The timber has a maximum length of 5,5m, and can be transported on deck.

The required lot sizes are:

- 4000 t aggregates
- 2700 m<sup>3</sup> timber (scbm)

### **Example roundtrip – The Boknafjord**

A typical roundtrip could be combining aggregates for NorStone from Tau to Bønaset, with timber from the Boknafjord in to Fiskå for AT Skog. The timber is loaded at two or three quays. The challenge for this roundtrip is limitations to the opening time at the discharge port for NorStone.

### **Example roundtrip – Northbound to Askøy**

Another typical roundtrip could be loading aggregates from Jelsa to the HeidelbergCement concrete factory, Contiga, at Askøy; and returning with timber from the Bergen area to Fiskå.

### ***Contract period***

The service is requested for 01.01.2025 – 31.12.2029. An option to extend the contract for 3-5 years is of interest and will be negotiated with the selected Bidder.

### ***Key Performance Indicators for low emission transport***

The Cargo Owners prefer services with as low CO<sub>2</sub> emissions per cargo nautical mile (grams CO<sub>2</sub> / t nm or grams CO<sub>2</sub> / m<sup>3</sup> nm) as possible and reduced as early as possible during the contract period. This includes both the existing fleet and the new zero-emission ship in the fleet. Another Key Performance Indicator (KPI) is the energy efficiency measured as Wh/ton nm and Wh/m<sup>3</sup> nm. The extra cost of the green solutions and the green fuel are also important KPIs for new green ships.

### ***Ambition to realise a zero-emission self-discharger***

The intention with this request is to kick start the green fleet renewal for self-discharging vessels. The Cargo Owners are looking for a Bidder that shares the ambition of realising at least one zero-emission ship during the contract period. The ship can be a newbuilding or retrofit. It must be able to use MGO in addition to alternative green fuel(s). Biodiesel as the only emission reducing fuel will not be accepted. Ships with low energy use will be preferred. Furthermore, the Cargo Owners will prefer ships with multi-fuel flexibility and solutions that include hydrogen with swapping of 20' hydrogen containers.

### ***Emission reductions in the fleet***

The Cargo Owners seek Bidders with ambitious and realistic plans to reduce the emissions of the existing fleet. The Cargo Owners will require zero-emission cargo handling in port and will look at all energy reducing solutions such as sails, speed reduction, battery, etc. The goal is to reduce the emissions as fast as possible for the new ship and the fleet.

### ***Collaboration***

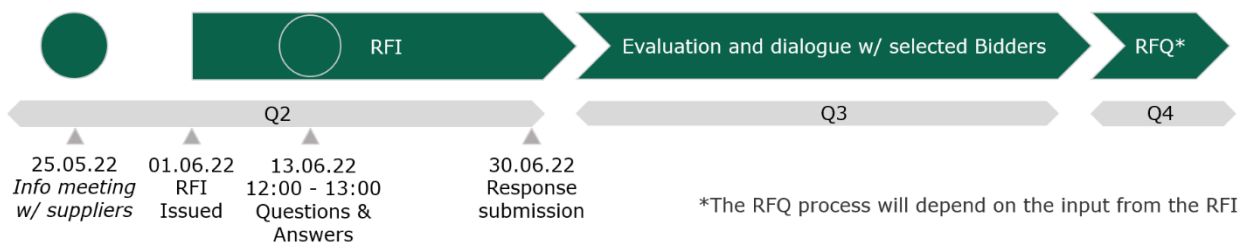
The Cargo Owners expect close day-to-day collaboration with the Bidder. The main goal must be to combine cargoes well for mutual benefit in terms of low ballast distances and low waiting times.

The Cargo Owners may require green transport for specific cargoes subject to notification within a reasonable timeframe. The notification time to be agreed with the selected Bidder.

## 2. The tender process

The tender process is described in the figure below. In the information meeting 25.05.22, the Cargo Owners presented the requested service and opportunities and challenges they see introducing a green COA. The Cargo Owners assisted by the GSP Service Centre will evaluate and compare the responses to the RFI. Selected Bidders are invited to a further dialogue based on their input.

The RFQ process will depend on the input from the RFI.



## 3. The request

### Questions to be answered

Realising, and introducing a green ship to a fleet on the basis of a “green COA” requires careful considerations. The Cargo Owners would like the Bidders’ input on how this can be done for this trade by answering the following questions:

1. **How do you propose to solve the Cargo Owners’ needs?**
2. **What concept and technical solutions will you offer?**
  - For a new zero-emission ship
  - For the existing fleet
3. **What timeline do you propose for development of the new ship and the fleet?**
4. **How, and how much will you reduce the CO2 emissions per nm in the contract period?**
  - For the green ship
  - For the existing fleet
5. **What other cargoes do you suggest to combine with the volumes of the Cargo Owners?**
6. **What benefits can you offer the Cargo Owners?**
7. **What are the main challenges? How do you suggest to address them?**
8. **Feel free to describe other differentiating factors.**

## ***Guidelines for the response***

The Bidder should respond to this Request for Information by answering the questions in Appendix I (filling out the document) and sending the response by mail to:

- [atskog-norstone@dnv.com](mailto:atskog-norstone@dnv.com)

With copy to:

- [larserik.marcussen@heidelbergcement.com](mailto:larserik.marcussen@heidelbergcement.com)
- [john.elter@atskog.no](mailto:john.elter@atskog.no)

The response must be submitted before **30.06.2022 at 12:00**.

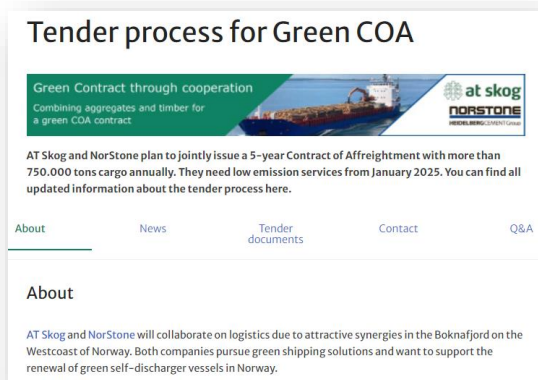
## ***Language***

The response to this request can be submitted in English or Norwegian – or a combination of the two.

## ***Information and point of contact***

All information about the project will be updated and available via the project webpage at GSP web:

- [grontskipsfartsprogram.no/tender-process-for-green-coa](https://grontskipsfartsprogram.no/tender-process-for-green-coa)



You can contact the project via

- [atskog-norstone@dnv.com](mailto:atskog-norstone@dnv.com)

or the Cargo Owners directly:

- [larserik.marcussen@heidelbergcement.com](mailto:larserik.marcussen@heidelbergcement.com)  
Phone number: +47 907 08 816
- [john.elter@atskog.no](mailto:john.elter@atskog.no)  
Phone number: +47 905 91 028

### ***Confidentiality***

The Bidders' responses as well as the identity of the Bidders will be treated confidentially.

### ***Disclaimers***

The participation of the Bidder in any stage of the tender process is the Bidder's sole risk, cost, and expense. The Cargo Owners are not responsible for any costs or expenses related to the process that the Bidder might have.

Bidders submitting a response agree that the Cargo Owners are not required to conduct a debriefing of the Bidder or provide a reason for not debriefing the Bidder. The Cargo Owners are also not required to provide reasoning for leaving out Bidders from further participation.

The Cargo Owners have the right to change or cancel the tender process at any point in time.

We are looking forward to your response.

Sincerely,

**Lars Erik Marcussen**

**John Elter**

Project Manager Logistics

Team leader Market/Logistics West

HeidelbergCement North Europe

AT Skog

## **4. Appendix – Response Template**

- "220601 RFI - Appendix Response Template.docx"