

Erik Mørch

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Marital status: Married, 1 son (b. 1989) | Leisure interestst: Cabin, Ski and biking



Key qualifications

- 14 years experience as a senior executive with strong ability to motivate my employees
- Targeted and action oriented, experienced with solid economic growth and profit
- Strong professional knowledge of logistics and commercial real estate business

Professional experience

01/06 2016- **Owner of YourSolution AS**

Provide consulting and advisory services to businesses.

01/11 2012-31/05 2016 **Product Manager, Bring Warehousing AS**



Professional responsibilities for Warehousing/Warehouse services in Posten/Bring group. Standardize and develop service concept as a «stand alone» service and as an integral part of a total logistic solution.

Responsibility for company strategy and marketing.

Project manager for tenders across the Posten / Bring group where warehouse logistics is central. Turnover potential often in the scale of several hundred million NOK.

01/02 2002-31/10 2012 **Managing Director of Bring Warehousing AS**



Developed the company from a turnover of MNOK 175 in 2002 to MNOK 461 in 2012, with an average EBIT-margin of 4,8 %. During the period, implemented major restructuring measures in connection with the acquisition of external companies and the establishment of the Nordic region's most innovative third-party warehouse at Berger with high levels of automation.

The company had in 2012, 290 employees and 55 contracts (drivers) in Norway and 50 employees in the subsidiary company in Sweden.

Bring Warehousing delivers three types of logistics services: Third-party warehousing services to trading companies; Terminal Services in Oslo and Trondheim, harbor and haulage and container transportation where the customer base is shipping line agents and forwarders. .

Until 2012 was chairman of Bring Warehousing AB subsidiary. The total storage capacity consisted of 18 locations in Norway and Sweden, with a total area of 140,000 m2.

As Managing Director, reported to the Board and was a participant of the management team in Posten Norge AS Logistics Division, which had a turnover of logistics services for NOK 14 billion.

Bring Warehousing AS originates from the companies Oslo Container Stevedore AS and Wajens AS which Posten Norge AS bought in April 2000. Company name was later changed to Box Solutions AS in 2006, Bring Logistics Solutions AS in 2008 and finally to Bring Warehousing AS in 2011 .



01/10 1998-31/01 2002 **Managing Director of Wajens AS**

Until 2002 the companies OCS and Wajens were organized as two separate corporations. During this period I reported to the Board respectively with former owner Per Jensen and after the acquisition in 2000 to the Board elected by Posten Norge AS.

01/09 1996-30/11 1998 **Assisting Director for Wajens AS and Quality Manger for OCS/Wajens**

Implemented a strategy change in Wajens AS by standardizing and streamlining the transportation of containers and trailers with increased availability and volume. The business is currently one of the largest and most recognized in its niche.

In the same period worked as Quality Manager in OCS and Wajens. Completed establishment of and monitoring of quality-securing procedures certified by The Norwegian Veritas (ISO certified)

1991-1996 **Manager of OCS terminals at Oslo harbor**

Responsible for terminals for freight/forwarders on Oslo harbor. Including sales, marketing, operations, human resources and revenue and cost responsibility. Follow-up to Oslo Port Authority and the company's customs accounting

1979-1991 **Department head with various project responsibilities- OCS**

Operating and personnel responsibilities with income and expenditure responsibilities.

1975-1979 **Sales Consultant at Fjellseter Marina AS**

Sales of yachts. Departmental responsibility with follow-up of 1 – 4 salespeople, budgeting and marketing.

1975-1975 **Construction worker at Ing. F. Selmer AS**

After graduation worked on new constructions as a construction worker.

Prosjects

2015

Project manager on behalf of all Bring services/divisions for delivery of tender for Supply Services Sykehuspartner / Helse Sør-Øst.

Public procurement. 10 year agreement. Operation of the supply center, 4-party services (purchase / sale billing / inventory control) and distribution to 23 hospitals.

2014 **Project manager on behalf of all Bring services/divisions for delivery of tender to Statoil. Operation of 7 land bases along the Norwegian coast .**

The tender included warehousing, terminal operations, administrative operations (4-part). Encompassed some 300 employees and its calculation of investment and final cost calculation.

- Tender delivery consists of several hundred detailed descriptions in English and a series of negotiations.
- 2011 **Head of Operation for Berger department, in addition to the role as CEO .**
Based on extensive operational challenges, both technical and organizational, overtook operational responsibility for Berger for 8 months. The department consisted of 80 employees and 6 team leaders, a large proportion of automated storage.

Project owner for 4 four «LEAN-transformations».
- 2009-2010 **Responsible for the construction of 35.000m² warehouse at Berger / Skedsmo. Including the establishment of automated solutions for Warehouse services.**
Investment Framework, lease agreement MNOK 560 as well as furnishings and automation MNOK 90
- 2008 **Established AB in Sweden with two corresponding operating divisions**
- 2008 **Chairman of the steering committee for Posten / Brings acquisition of WMS (Warehouse Management System).** Steering Committee with program office, IT director, manager and suppliers.
- 2007- 2008 **Chairman of the steering committee for the development of Post Logistics's IT establishment of VKI (Value-chain integration)** Steering Committee with program office, IT director, manager and suppliers.
- 2007 **Establishment of a tariff agreement with Postkom for union members in Box Solutions AS**
A transfer of 28 Post employees meant that unorganized Box Solutions AS needed to establish a tariff agreement with Postkom.
- 2006 **Acquisition of GTI (Grenland Transport & Transportation Industry AS)**
Manager and head of the project from negotiation to takeover deal.
Establishment of a tariff agreement with LO Norwegian Transport Workers' Union (NTF)
- 2006 **Outsourced company payroll and accounting services.**
Negotiation and agreement with employees (Acquisitions) and supplier commencement.
- 2005 **Acquisition of Stevedore and port activities in Grieg Logistics AS**
Implementation of DD and contract signing. Internal implementation.
- 2004 **Acquisition of 3PL business Fellestransport AS**
Implementation of DD and contract signing. Internal implementation.
- 2003 **Acquisition of Tungtransport AS**
Implementation of DD and contract signing. Merger with Wajens AS.
- 2002 **Acquisition of Mork & Nohre Transport AS**
Implementation of DD and contract signing. Merger with Wajens AS.
- 1994 **Implemented WMS Version 2.**
Project follow-up with supplier. Established user group with Tollpost Norsteve and Nor-Cargo.
- 1987 **Acquisition and implementation of WMS in OCS**
Completed tender invitation and later acquisition of WMS Warehouse Management Systems (warehouse management application) for the third party.
- 1985 **Establishment of nationwide distribution network in Wajens AS**
Route Design and price regulation including contract execution with 22 regional carriers.

Posts

2012-	Konows gate 83 Sameie	Board member
2008-2012	Bring Logistics Solutions AB	Chairman
2007-2011	Nettlast AS	Chairman
2007-2009	Ergo Group AS	Substitute board member
2003-2010	Bring Express AB	Board member
2005-	Dampskibsexpeditørenes Forening (Arb.giv.for. til Losse og Lastearbeidere)	Election committee
2005-2013	NHO LT Oslo	Election committee
2001-2005	NHO LT Oslo	Board member

Personal characteristics

Enthusiastic, motivational. Leading by example - Inspiration source

- Targeted and a deliverer
- Precise, detail oriented
- Personal assets: honest, loyal, thoughtful, high integrity.
- Solution oriented. Open and diplomatic. Resolves conflicts.
- Continuously searching for new and better solutions.
- Interest and knowledge in IT. Good ability to communicate between operational users / requirements / needs and IT developers.
- Fit and healthy

Training/education

- Throughout my career completes a number of management, employer, logistics and various UT-related courses.
 - Senior management program in Posten Norge AS i 2005
Developed and implemented with Dynamo and BTS (Business Training Systems). Consisted of 4 modules: value leadership, communication, business management and a closing experience gathering. Also included 3 projects: individual development with own coach, 360 degrees manager profile and a focused business project.
- 1974-1975, Sogn Trade school: Mechanic