

A GUIDE

Prepare for the Baltic winter

5 strategic pillars to secure your wood chip availability and fuel continuity

LAANIA

Navigate through peak season with good planning

When harsh winter weather and volatile energy markets hit the Baltic Sea region, ensuring an uninterrupted fuel supply becomes a critical priority for energy plants. Read on to discover the five strategic pillars that will safeguard your wood chip availability and keep your boilers running smoothly throughout the coldest months.

Is your supply chain resilient enough to withstand even the coldest weeks of winter? When temperatures drop, demand for heating peaks rapidly, leaving no room for error and making the reliability of your supply chain your absolute number one priority. And when you add volatile markets and tightening EU regulations on top of unpredictable winter weather, there is a lot to navigate.

Even a few hours of delay in fuel delivery can threaten the district heating grid or industrial processes. This is why the availability of wood chips is important not only for heating, but also for securing business continuity and peace of mind.

However, these risks can be avoided with good preparation. In this guide, we examine the essential operational, logistical, and commercial factors energy plants should evaluate when selecting a biomass supply partner to secure dependable deliveries and uninterrupted heat production throughout the peak heating season.

Enjoy your reading!

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PILLAR 1

Diversify sourcing geographically

THE RISK & MARKET CHALLENGE

The winter around the Baltic Sea is notoriously unpredictable. Within days, weather conditions can shift from heavy snowfall and deep freezing temperatures to seasonal road damage. Relying on a single wood chip supplier, a localized timber market, or a single delivery method may represent a vulnerability for your energy plant.

STRATEGIC SOLUTIONS

By diversifying your supply across multiple regions, you ensure that wood keeps moving, no matter the local seasonal conditions. To protect your operations, insist on a geographically diverse and decentralised supply chain. Spread wood sourcing across multiple regions and cross-border territories, such as by leveraging integrated operations in Finland and the Baltic States. This way, localized weather events in one area will not disrupt your delivery schedule.

THE LAANIA WAY

We source across borders, pulling from our vast network in Finland and Estonia. This geographical footprint ensures that if winter harvesting or weather halts supply in one region, our alternative channels are ready to keep your boilers running.



PILLAR 2

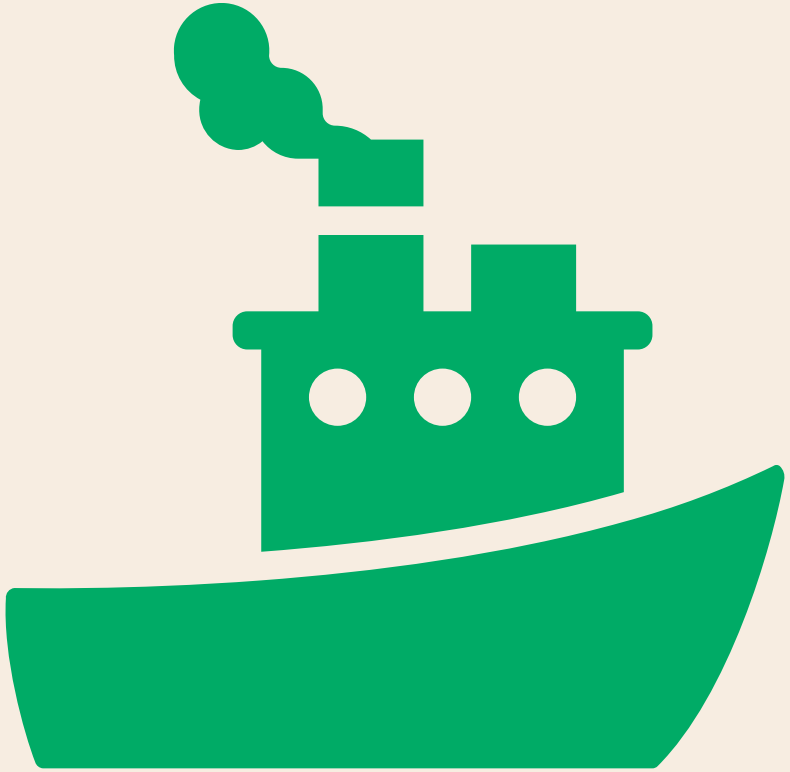
Leverage maritime logistics: shield against truck shortages and road risks

THE RISK & MARKET CHALLENGE

Of course, changes in the weather also affect road transport. When heat production ramps up, relying solely on trucks may leave coastal energy facilities exposed to logistics bottlenecks. Bulk vessel deliveries directly from the port to your coastal plant or closest port inject massive volumes into your inventory at once.

STRATEGIC SOLUTIONS

Integrating maritime logistics into your supply strategy provides a decisive buffer against road transport risks. Delivering biomass by sea bypasses highway congestion and regional trucking bottlenecks altogether. Bulk vessel deliveries directly from port to your coastal plant inject massive volumes into your inventory at once, while minimizing logistical middlemen. Here, too, the key word is decentralization.



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THE LAANIA WAY

We manage the entire cross-border maritime chain on FOB or CIF terms. Whether shipping pulpwood, logs, or wood chips to Sweden, Denmark, Germany, or Poland, our vessels provide high transport capacity, shielding you from seasonal truck shortages.

Our deliveries from Estonia are based on our own production (Laania Estonia OÜ) using proven loading systems (e.g., in Pärnu), and pulpwood/log shipments from Finland to Sweden are managed directly by Laania Oy. This setup ensures maximum flexibility in delivery times and rapid responses to your changing requirements.

Our extensive network provides flexible and reliable deliveries:

- Deliveries from Estonia based on our own production. (Laania Estonia Oü). Proven loading methods, e.g., in Pärnu
- Pulpwood and logs deliveries from Finland to Sweden (Laania Oy)
- Flexibility in delivery times
- Ability to respond to additional and modified requirements



PILLAR 2: Leverage Maritime Logistics

PILLAR 3

Demand a strategic terminal network (buffer storage)



THE RISK & MARKET CHALLENGE

Wood chips are a moisture-sensitive organic commodity that is susceptible to weather exposure. Storing chipped biomass in unmanaged piles for long periods leads to natural decomposition and heat loss, so you risk paying to transport excess water rather than usable energy.

Relying on a single storage model creates a constant trade-off between fuel quality and dispatch speed. Port terminals designed purely for fast vessel turnaround often lack space for large-scale long-term storage, leaving suppliers exposed when demand peaks during prolonged freeze-ups. Conversely, storing fuel solely inland can result in delays when emergency ship deliveries are required.

STRATEGIC SOLUTIONS

To safeguard both energy density and operational agility, ensure your partner utilizes dedicated long-term storage terminals paired with quay-side port terminals for rapid response. Storing roundwood intact at strategic inland locations preserves dry wood quality for months. And when dispatch is required, fuel is freshly processed and transferred to quay-side terminals for rapid vessel loading.

THE LAANIA WAY

With 80 terminals in Finland and 6 in Estonia, we guarantee a reliable wood fuel supply through strategic 2–4 month storage and specialized harbour facilities. Our extensive infrastructure acts as a seasonal shock absorber. We harvest and pile when conditions are optimal, and draw from dry, accessible terminal buffers during the critical heating weeks, insulating you from the typical autumn and spring road-thaw interruptions.

THE LAANIA WAY

We treat fuel quality as a key metric of security of supply. Through strict quality control of moisture and volumes—consistently validated by internal, customer, and independent audits—we deliver wood chips with consistent moisture levels and uniform sizing. Furthermore, our advanced digital tracking systems and electronic waybills provide real-time origin data, ensuring effortless SBP, PEFC, and FSC compliance while taking the administrative burden of RED III off your shoulders.

PILLAR 4

Ensure quality and digital traceability early on

THE RISK & MARKET CHALLENGE

Using substandard wood chips, whether due to high moisture levels or incorrect fraction sizes, can drastically reduce combustion efficiency. Excess moisture reduces calorific output, meaning boilers have to consume more fuel to reach thermal targets. Meanwhile, uneven fraction sizes and excessive fines can lead to blockages in the feed system, boiler slagging and expensive emergency maintenance shutdowns during critical cold spells.

STRATEGIC SOLUTIONS

To safeguard plant efficiency and eliminate compliance risks, insist on end-to-end digital transparency from your supplier. Using electronic waybills (e-waybills) with real-time data tracking gives your operations team precise visibility of fuel moisture, calorific values and fraction specifications before a shipment ever reaches your facility, while also making RED III documentation effortless. You know exactly what you will get.

PILLAR 5



Partner with a financially stable supplier

THE RISK & MARKET CHALLENGE

Energy plant procurement is fundamentally based on long-term planning. To secure municipal and industrial heat production, you need contracts that guarantee substantial fuel volumes across entire heating seasons. Sourcing from under-capitalised operators exposes you to default risk when markets tighten and operating costs rise.

STRATEGIC SOLUTIONS

To ensure long-term supply security, you need a partner with solid financial backing and the capacity to commit to large, consistent volumes. A financially robust supplier has the liquidity and market presence to secure timber purchases months in advance, withstand volatile market fluctuations, and maintain full operational capacity even during periods of broader economic stress.

THE LAANIA WAY

As a major, financially stable Nordic supplier, Laania has the capital strength to maintain substantial stockpiles, invest in high-capacity chipping fleets, and guarantee long-term commitments. We advocate for structured, long-term annual supply agreements built on open communication and shared forecasting. This strategic partnership shields you from spot-market volatility and ensures you are prioritized when regional supply tightens.



Procurement Checklist: 5 Pillars of Winter Supply Resilience

Before entering peak heating season, ensure your procurement strategy covers these core requirements:

✓**Diversify sourcing geographically**

By diversifying your supply across multiple regions you ensure that wood keeps moving, no matter the local season conditions.

✓**Leverage maritime logistics – shield against truck shortages and road risks**

Bulk vessel deliveries directly from port to your coastal plant inject massive volumes into your inventory at once, while minimizing logistical middlemen.

✓**Demand a strategic terminal network (buffer storage)**

Ensure your partner utilizes dedicated long-term storage terminals paired with port terminals for rapid response.

✓**Ensure quality and digital traceability early on**

During the winter months, poor-quality chips (with high moisture content or an incorrect fraction size) can reduce boiler efficiency and lead to expensive maintenance shutdowns. Using electronic waybills and real-time data ensures you know exactly what you will get and guarantees effortless RED III compliance.

✓**Partner with a financially stable supplier**

Long-term security of supply requires a partner with solid financial backing and the capacity to commit to large, consistent volumes.

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Are you reviewing your fuel procurement strategy for the upcoming season?

Let’s discuss how we can tailor a secure, certified, and optimized wood chip delivery plan for your utility.

GET IN TOUCH
Matti Puuronen
Managing Director of Laania Estonia OÜ

+372 512 4119
matti.puuronen@laania.ee

A secure wood chip supply chain is built on transparency, physical assets, and logistical expertise. At Laania, we combine Finland's widest sourcing network with decades of experience in demanding B2B logistics. This is how we ensure your energy plant stays warm, no matter how harsh the Baltic winter gets.

Get to know us
laania.com



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