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Dear Reader,



The forwarding and transport sector has long made use of the most recent developments in information technology. The new electronic services of the Finnish Customs are an example; Backman-Trummer has been one of the first in its field to adopt them. Thanks to these new services, we can now offer our customers even faster deliveries.

Electronic ITU customs clearing has long been used in conventional import forwarding. Our modern systems allow us to handle declarations quickly and we are no longer tied down to opening hours at customs offices. In the spring, we introduced ELEX, an electronic customs clearing system for exports.

Transit is an essential part of export/import traffic. As authorized senders and receivers we can handle customs clearance in advance; transport of export consignments can then begin without a visit to a customs office. For the same reason import cargoes can also be unloaded more quickly. Apart from speed, electronic information exchange has the advantage of reliability since there is no longer the risk of losing paper documents. Our product range also includes electronic Intrastat declarations in trade between EU countries.

Electronic invoicing promotes conversion to the paper-free office. We can provide our customers with electronic invoices and

we would also be pleased to receive them from our suppliers.

The trends described above will become more widespread in the future. In the Backman-Trummer Group we will continue to develop systems and tools together with our customers and partners.

Taru Gammelgård
Business Controller
Oy Backman-Trummer Ab

Blomberg Stevedoring expands to Kalajoki

Located just north of Kokkola, Kalajoki is not only known for sunny sand beaches, but also for successful businesses. The Port of Kalajoki and the companies located there form a logistics centre for the export and import trade. Kalajoki boasts a favourable location, unlimited scope for expansion, and good transport links with the surrounding region.

Oy Blomberg Stevedoring Ab commenced operations in Kalajoki at the beginning of 2008. Operations have met all expectations and traffic has grown substantially during the past year. The main products are raw materials for animal feeds, grain, and fertilizers.

Investment has been made to upgrade and improve the harbour in response to growing and increasingly diversified traffic. The Kalajoki Port Authority has modernised its old storage facilities into bulk storage and built new facilities for up-to-date handling. Jetties have also been rebuilt and

field space expanded. The Finnish Maritime Administration has also contributed to improvement of services at Kalajoki by providing winter traffic assistance and a local pilot service.

Blomberg Stevedoring has built additional storage space with a view to future needs. A new bulk storage facility was completed at the harbour in November.

Flexible, efficient service is the

common goal of all parties involved. As users of the harbour say, "it's better to be a big customer at a small harbour than a small one at a big harbour".



A new bulk storage facility was completed for Blomberg Stevedoring in November.

TransPort

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Cover: Loading grain in Kalajoki

Backman-Trummer in Brief

Backman-Trummer is a group of companies that concentrate on export and import transport and port services. It provides its customers with tailored logistics solutions. Operations comprise road and rail transport, air freight, shipping of containers and bulk goods, and forwarding services. In addition, the group offers its customers warehousing and stevedoring services in ten ports

of western Finland, from Kalajoki to Hanko. Backman-Trummer's customers are leaders in trade and industry. Its network of partners covers transport hubs worldwide.

Backman-Trummer is part of the KWH Group. Its subsidiaries are Oy Blomberg Stevedoring Ab, Kokkolan Lastaus Oy, Ab Kristinestads Stevedoring Oy, Oy M. Rauanheimo Ab and Stevena Oy.

Major contract from SeverStal for Rauanheimo



The M/V Mosel, the largest vessel ever to call at the Port of Kokkola, takes on a load of iron ore at Ykspihlaja harbour. The length of the vessel is 266 metres and the width 40 metres.

Oy M. Rauanheimo Ab, Backman-Trummer's subsidiary in Kokkola, has signed the largest ever stevedoring and forwarding contract in Finland for Russian transit traffic. The contract covers a number of years and concerns the transport and handling of iron ore from Russia at the Port of Kokkola. The customer is SeverStal, a large iron and steel company based in Moscow. SeverStal has worked previously with Rau-

anheimo. In Kokkola the ore is loaded onto ships for transport to various destinations worldwide.

"We've been working with the SeverStal Group since 2004 and we are of course pleased that our cooperation will continue and expand. The contract also covers close cooperation with the Finnish State Railways and the Port Authority of Kokkola," explains Joakim Laxåback, managing director of Rauanheimo.

"Our operations today mainly comprise transport and handling services and loading and unloading of cargoes in the harbour. SeverStal is an important customer for us and we are proud to remain their strategic partner."

The contract together with the infrastructure of the Port, the 13-metre deep fairway and Rauanheimo's bulk handling facilities and AWT terminal offer a good starting point for long-term

development of stevedoring and forwarding services in Kokkola.

"Steady volumes make higher efficiency possible at Kokkola. Apart from Russian transit traffic, we handle products going to and coming from local industrial companies and Finnish mining and forest industry companies. Products from other industrial sectors are also vital to our operations," Laxåback explains.

Backman-Trummer buys Kokkolan Lastaus Oy

The Backman-Trummer Group is expanding. The most recent addition to the Group's network is Kokkolan Lastaus Oy, which specializes in transport and loading services and machinery leasing. Backman-Trummer acquired the equipment and name of the company in April. In connection with the acquisition, Joakim Laxåback, who is also managing director of Oy M. Rauanheimo Ab, Backman-Trummer's other subsidiary in

Kokkola, was appointed managing director of Kokkolan Lastaus Oy.

The roots of Kokkolan Lastaus Oy go back to the 1980s, when operations of the then one-man company began with a single wheel-loader. At that time the work mainly comprised service runs in the Kokkola economic area. Over the years operations expanded to include the Ykspihlaja industrial estate and harbour. The company's services and fleet

of machinery cover nearly all bulk handling, factory service, construction and maintenance. Its employees are experienced professionals; combined with the latest handling technology, their customer-oriented way of work, makes competitive pricing possible.

The services are readily available in the immediate vicinity of the Kokkola heavy industry estate.

Kokkolan Lastaus Oy's services

- **Factory service work (also total contracting)**
- **Value-added services to industry**
- **Heavy goods hauling**
- **Machinery leasing**
- **Reach stacker services**
- **Snow removal**
- **Field brushing**

Stevena – a Finnish frontrunner in debagging services



VAL (Value Added Logistics), which support storage and stevedoring functions, comprise a significant part of Stevena Oy's operations. Sacking provided by the Naantali and Pori facilities is the major service. The facilities have several sacking machines that pack bulk materials into 25-40 kilo small sacks and 500-1000 kilo big bags. Stevena also invested substantially in its sacking services in 2007 by building a sacking plant of nearly 3000 sq. metre at Mäntyluoto in Pori.

Demand for debagging on the rise

Stevena not only sacks bulk products, but also debags them. Several thousand tonnes are

handled annually. Demand for debagging has grown rapidly in recent years as raw material procurement by customers has become increasingly global and unit sizes have declined. At the same time, container lines offering more cost-effective transport have become a viable alternative for imports to Finland. But hauling bulk goods in containers does pose challenges and only a few production plants have the capacity to handle incoming bulk goods in containers or big bags. They prefer to have the goods blown directly into silos. This calls for debagging, which is as an additional step between the two most optimal transport modes. Apart from production plants, importers also benefit from debagging, as they can improve

the standard of service by keeping the material ready in Finland – clean and packed in big bags and waiting for the final brief run to the customer. It's also possible to stock several different qualities in smaller quantities that tie up less capital.

A new bulk handling plant in Naantali

As a VAL operation between containers and silo trucks, Stevena's service has aroused interest. Bulk handling services are already used by a number of companies and the volume of products requiring them is increasing all the time. Both customers and products are subject to strict requirements regarding hygiene and efficiency and Stevena has responded by building a new ultramodern bulk handling plant in Naantali. Planning for the plant began in 2005 and the first solutions were ready in 2006. It was decided at the end of last year to locate the plant at Luonnonmaa in Naantali, where most bulk handling is now concentrated. The new bulking plant, which is the only one of its kind in Finland and perhaps in an even wider area, commenced operations during November. The first experience from operations has shown that the plant meets the requirements set for it. It enables efficient, safe, and dust-free handling of all big bag products regardless of weather conditions. It also generates significant savings in working time for men and machinery and this means that two-shift handling has become more economical. In fact, Stevena expects that the new plant will further increase the volume of bulk products handled. As the trend continues, it would appear that there is room for another similar plant in Finland and an active search for a location is already in progress.

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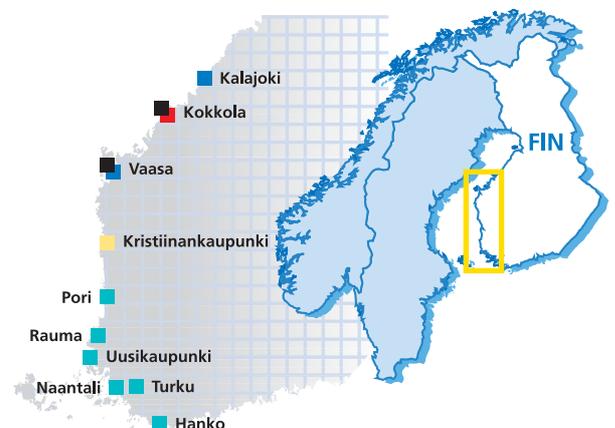
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