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Dear reader,

The volumes of forwarding and transport handled by the Backman-Trummer Group have grown steadily in recent years.

This achievement is based on the success of exporters and importers in the Ostrobothnian region and on the ability of these companies to adapt to the increasing demands of international markets. As a provider of logistics services, Backman-Trummer will seek to continue promoting the competitiveness of its customers also in the future. New cost-effective forms of service are providing our expert teams in Vaasa and Kokkola with more versatile tools to tailor transport solutions for individual customers and products.

Regular shortsea links from Germany, Holland and Belgium to the Ports of Vaasa and Kokkola

add significant new value to our service range. These links have been an extremely positive experience and have also brought us entirely new groups of customers. By combining road and shortsea modes of transport, we are able to tailor cost-effective service entities. Interesting intermodal solutions can also be reached by directing road transport to European airports with direct links to destinations around the world. In air cargo, new opportunities are likewise being offered by Finland's national air carrier, which has started direct cargo flights from Helsinki-Vantaa Airport to various destinations in Asia and

North America.

Development of operations is also apparent at Backman-Trummer in the form of investment and close cooperation with the public sector. Concrete examples of this are the new general cargo terminal of the Group's subsidiary Blomberg Stevedoring at the Port of Vaasa and the reinforcement of the Vaskiluoto Bridge to withstand heavy loads, a project carried out by the City of Vaasa.

Bernt Björkholm

Director
Oy Backman-Trummer Ab

The Port of Vaasa aims at growth in exports

Imports have dominated cargo traffic at the Port of Vaasa in recent years. However, both present and future development projects at the Port aim at increasing exports. The goal is to offer new, competitive logistics solutions to meet the changing needs of export companies.

According to Teijo Seppelin, Director of the Port of Vaasa, the region's energy industry offers the best prospects for growth.

"Exports account for 70 per cent of the local energy cluster's production. Today, most of the cluster's cargoes are transported by road. However, as the size and weight of components increases, road transport will become difficult or even impossible. Moreover, the EU's stated objective is to get freight off the roads and onto trains and ships," explains Seppelin.

Development plans are ready

The total annual volume of cargo handled by the Port of Vaasa amounts to some 1.5 million

tonnes and has remained virtually constant over the years. There have been no dramatic drops, even in recession years. According to Seppelin, the structures and functions of the Port are now being improved gradually over the long term.

"This autumn a new ro-ro ramp will be completed on the site of the former adjustable ramp; the new facility will serve heavy project industry in the Vaasa region. The same end will also be served by a new heavy traffic lane to be completed on the Vaskiluoto Bridge next spring by the City of Vaasa.

"After the ro-ro ramp, a 17,000 square metre storage area will be considered and also an extension of the Lasse quay and conversion of the adjacent field area into a storage area for project deliveries. A new 200 tonne crane is also a priority; it would increase the Port's lifting capacity to accommodate future needs," Seppelin adds.

"The plans and cost estimates are complete. Now it's only a mat-



According to Port Director Teijo Seppelin, the new ro-ro ramp will be an important step in development of the Port of Vaasa. Blomberg Stevedoring's new general cargo terminal is visible in the background.

ter of deciding where and when to start carrying out the investments. Time will tell what the stricter fuel regulations set to take effect in 2015 will mean for cargo traffic on the Baltic Sea," he explains.

Cooperation with the Port operator

Backman-Trummer, which handles forwarding services, and the Group's subsidiary Blomberg Stevedoring, which handles stevedoring and warehouse services at the Port of Vaasa, are also participat-

ing in development.

According to Seppelin, shared visions on the needs for development provides a good basis for cooperation.

"Backman-Trummer has a clear strategy and seeks to develop their own operations. The most recent example of this is Blomberg Stevedoring's new general cargo terminal, which will facilitate project transport and shortsea break bulk traffic at the Port," Seppelin summarizes.

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Cover: Pasi Salmela, head of operations at Rauanheimo (on the right), and stevedoring supervisor Harri Mäki, follow the loading of iron oxide at the Port of Kokkola.

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 and in Hamina.

Backman-Trummer's customers are leaders in trade and industry. The group's network of partners covers transport hubs worldwide.

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

Backman-Trummer of Kokkola – a full-service forwarding company

An important part of the Backman-Trummer Group's operations in Kokkola comprises forwarding of general cargo for export and import customers. The cornerstone of forwarding expertise is the ability to combine and optimise various transport modes to meet the needs of individual customers. The range of operations also includes customs services for trade outside the EU and

also storage and stevedoring services offered together with the port operator Oy M. Rauanheimo Ab.

Tailored services

Forwarding services in Kokkola are the responsibility of a six-member team of experts with long experience of various transport modes and intermodal services. Regional Manager Hannu Myllymäki stresses the diversity of the services offered.

"Instead of specialisation, we provide the most comprehensive logistics solutions possible both inside and outside the EU. Based on the degree of urgency and the capacity of the products in question to withstand carriage, we can provide various cost effective combinations of road, rail, sea and air transport. We also offer shipping and warehouse services for bulk goods together with the Port of Kokkola and Rauanheimo, and

to Helsinki-Vantaa Airport," Myllymäki adds.

Growth in container transports

The Kokkola forwarding team is based at the Ykspihlaja harbour, which offers excellent facilities for combining land and sea transport. A significant part of commissions involve container traffic between Kokkola and Antwerp. Vessels with a capacity of 700 TEU sail weekly on the container line opened in November 2008. The incoming cargo to Kokkola includes a wide range of raw materials and consumer goods and that bound for Antwerp mainly industrial products, highly processed timber and exports of SMEs.

"Container traffic comprises both internal European shortsea transport and overseas ocean traffic. Some of the cargo consists of intermodal transports in which rail, ship and road hauling are combined," Hannu Myllymäki explains.

"Our partner in road transport is DSV, a major international transport and logistics provider. Cargo designated as air freight is mainly transported by road

"With respect to overseas forwarding service, we also have operations in other ports. The physical handling of cargo in these ports is channelled through our partners," Hannu Myllymäki points out.



The Backman-Trummer forwarding team in Kokkola. From the left: Mikko Lukkarinen, Anne Tiala, Hannu Myllymäki, Maarit Harald, Ari Blomberg and Marita Utter.



Pasi Salmela, head of operations, expects the emphasis on efficiency and environmental considerations in handling to increase as cargo volumes grow.

Rauanheimo bases its growth on quality and environmental expertise

The volumes of cargo handled by Rauanheimo are growing rapidly. While the volume of exports and imports handled in 2010 amounted to some five million tons, the figure for this year is nearly 6.5 million. Next year, the figure will most probably surpass the seven-million-ton limit.

Pasi Salmela, head of operations at Rauanheimo, is pleased with the trend in cargo volumes.

"In 2010 Rauanheimo was the major port operator in Finland measured in volumes of both bulk and transit cargo handled, and we would like to preserve this position in the future, too," he says.

According to Salmela, growth, however, will call for a determined development effort. "Growth in volumes poses new challenges with respect to both the efficiency of handling and to environmental expertise, especially in bulk products. Quality and safety in handling have been our main priorities and will remain so in

the future," he points out.

Although most of the bulk cargoes handled by Rauanheimo are carried in Panamax-class vessels, several Cape-class vessels are also expected in Kokkola. The larger ship size will mean new special requirements, for example with respect to cargo safety. In the next few years stricter EU regulations will also take effect; the aim is to reduce the spread of material from cargoes into the environment at harbours. Rauanheimo is preparing to meet the new regulations by training personnel and improving working methods and handling equipment. This development work will take place in close cooperation with the Port of Kokkola and customers. Rauanheimo has also joined the international Dry Bulk Terminal Group, the goal of which is to assure through training and information that operations at the bulk terminals of member companies conform to the latest environmental, cargo safety and security regulations.

Expanded operations for Kokkolan Lastaus

Kokkolan Lastaus Oy, a specialist in transport and loading services and machinery rental, was acquired by the Backman-Trummer Group in 2009. Since acquisition, the company's operations and organisation have been developed further to make them even more customer-oriented. One of the new key people is Niko Miettinen, head of sales.

Miettinen has extensive experience of management in the logistics sector. He came to his

present job from UPM's Pietarsaari Mill, where he was responsible for internal transport, finished goods transport, and lifting. His interest in the sector and wide practical experience combined with a technical education provide Miettinen with the capacity needed to evaluate relations with customers and assess development needs.

"The efficiency of operations at Kokkolan Lastaus has been increased over the years by growing the capacity of equipment. Investment

of this kind is of considerable significance now when the volumes of goods handled in the Kokkola industrial district and harbour are on the rise and loading and unloading times for ships are becoming shorter and shorter," Miettinen comments. Long-range development of operations will remain important, he stresses. The aim is also to expand operations beyond Kokkola.

"When you decide on development projects and acquisitions of facilities and equipment, you have to take the entire logistics chain – of which we're a part – into account. The entity has to be balanced and the effects of choices visible far into the future," he says.

The operations of Kokkolan Lastaus expanded this autumn when the company reached an agreement with a local power plant regarding road haulage of wood fuels and ash. The main criterion for such transport is punctuality, for energy generation calls for uninterrupted deliveries of fuel. This new service mode is excellently suited to the Kokkolan Lastaus range of services since the busiest season for fuel and ash transport is winter, the quietest time of the year at the port.

Expanded operations will also be supported by a new ultra-modern service and repair facility that Kokkolan Lastaus shares with its sister company Rauanheimo. According to Miettinen, the new facility enables more diverse services for customers.

"Kokkolan Lastaus has traditionally provided machinery contracting, machinery rental and repair services. In the future we plan to offer our customers more complete service entities. In fact, I see Kokkolan Lastaus as an industrial service company, with customers at the hub of operations," Miettinen explains.



Niko Miettinen, head of sales, wants to offer customers increasingly comprehensive service entities.

Talavuo Oy joins the Backman-Trummer Group

Backman-Trummer Group has acquired Talavuo Oy, a stevedoring company operating at Tahkoluoto Harbour in Pori. Talavuo Oy will continue their operations as an independent company under their former name and with their own personnel. The previous owners, Timo Taipale and Jari Vuontela, will continue to serve the company in the capacity of advisors. Managing Director Markku Mäkipere of Stevena Oy has been appointed managing director of Talavuo, and will also remain in his previous capac-

ity. The acquisition will not affect Stevena Oy's operations at Tahkoluoto.

Talavuo Oy is the fifth stevedoring company in the Backman-Trummer Group. Other port stevedoring operators in the Group are Oy M. Rauanheimo Ab in Kokkola, Oy Blomberg Stevedoring Ab in Vaasa and Kalajoki, Ab Kristinestads Stevedoring Oy in Kristiinankaupunki and Stevena Oy, which operates in Naantali, Uusikaupunki, Hanko, Pori, Turku and Hamina.

Appointments



Niko Honkanen

Oy M. Rauanheimo Ab

Niko Honkanen has been appointed supervisor for stevedoring. He previously served as supervisor at Fin-Terpuu Oy, where he was responsible for roundwood handling at UPM's Pietarsaari Mill.



Joel Salmela

Joel Salmela has been appointed supervisor. He previously worked in aviation.

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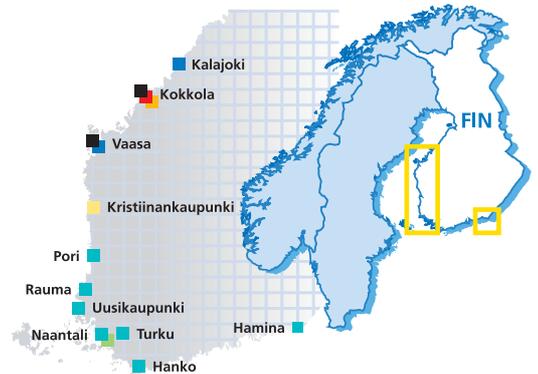
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