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## Dear Reader,

This year marks the tenth anniversary of the acquisition of Stevena by Backman-Trummer.

Founded in 1982, Stevena's operations at that time were concentrated in Naantali and primarily comprised handling of raw materials for animal feeds.

During the past ten years, major changes have occurred in both the structure and the operations of the company. We have grown from a small port operator into a medium-sized one. In addition to Naantali, we have expanded our operations to Turku, Hanko, Uusikaupunki, Rauma, Olkiluoto and Pori; our most recent investments there are described in this magazine. In terms of volumes, our growth has been sixfold. Recognition of our company and its

position on the market have also increased significantly.

Today, Stevena's core competence comprises the handling of bulk cargoes that require precision and hygiene. We take on projects that require special expertise and professional skill on the part of those involved. Our customers also benefit from our mode of operations, which includes the background resources of a large player and the flexibility of independent local units. Thanks to our local presence, the customer can approach us easily and get their message across. As a provider of service, we can in turn take into account the special needs of

each customer and develop our operations together with them.

We will also invest in the development of our operations in the future. Growth and expansion are not our primary goals; our vision is instead one of specialisation and steady enhancement of competence. At the same time, we will also continue to pursue our present customer-oriented approach.

**Markku Mäkipere**  
Managing Director  
Stevena Oy

# Iron oxide from Kemira GrowHow to China via Kokkola

In September a 65,000 tonne consignment of iron oxide left the Port of Kokkola for Fang-theng, China. The iron oxide was delivered by rail from the Kemira GrowHow Siilinjärvi plant to Kokkola, where unloading, temporary storage and loading of the vessel were the responsibility of Backman Trummer's subsidiary Oy M. Rauanheimo Ab. The consignment was the first test lot for the customer, which will use it as a raw material at their steel mill. Negotiations regarding further deliveries are now going on between Kemira GrowHow and potential customers.

## A raw material for the steel industry

Iron oxide is a by-product of the sulphuric acid industry. It has become a competitive alternative raw material for the steel industry as world market prices for steel have risen. At present five million tonnes of iron oxide are stored at the Kemira GrowHow plant in Siilinjärvi and 400,000 tonnes are

produced annually. According to Eero Hemming, who is in charge of logistics at the plant, Kokkola was chosen as the port because it is deep enough for vessels of the Panama class and because the company has long experience of the Port of Kokkola and of cooperation with Rauanheimo. Iron oxide has previously been shipped via the same logistics chain to Denmark at the rate of 60 thousand tonnes a year. According to Hemming, as much as 700,000 tonnes could be shipped via Kokkola annually.

## Efficiency is the key criterion

Joakim Laxåback, managing director of Oy M Rauanheimo Ab,



The iron oxide was hauled by rail to Kokkola.

Photo: Anne Yrjänä

is pleased with the success of the first shipment. "Effective planning and management of the logistics chain has been a challenge that our staff has met effectively together with the State Railways of Finland and the Port of Kokkola. Loading was accomplished in 48 hours without interruption, which

was the original target," says Laxåback. Costs were an essential factor in the project. "Handling a bulk product like iron oxide requires specially high cost effectiveness, since the distance from Finland to the end customer is longer than from many other countries," Laxåback stresses.

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Cover: Loading grain at Vaskiluoto Harbour in Vaasa

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, airfreight, 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 Kokkola 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, Ab Kristinestads Stevedoring Oy, Oy M. Rauanheimo Ab, and Stevena Oy.

# Stevena builds a new sacking plant in Pori



The sacking plant benefits from the latest technology.

A new ultramodern sacking plant has been completed for Stevena at Mäntyluoto in Pori. The plant is situated in a new industrial area in the immediate vicinity of the Kemira plants. The location is an excellent one, because the entire capacity of the plant has initially been booked for sacking Kemira products. Stevena begin to sack Kemira Water's water treatment chemicals and Kemira Pigments Oy's ferrous sulphate products in valve and big bags in January 2007. In the initial phase, there were temporary arrangements for sacking at Tahkoluoto harbour in Pori and in Naantali. Completion of the new sacking plant in October made concentration at a single facility possible.

In designing the new plant, attention was focused on the efficiency of the process and the quality of the end product. Material arriving at the sacking plant in bulk is handled in separate re-

ception facilities and the packed products arrive clean and dust-free at the warehouse. Most of the material to be shipped is loaded into containers. Both reception of the material to be sacked and loading into trucks and containers takes place inside, protected from the weather. The actual sacking process is largely mechanized. The rated capacity of the line for big bags is 160 tonnes per shift and of the line for valve bags 50 tonnes. The production volumes can be increased by doing several shifts and the rated capacity of the plant can also be increased. There's also space on the 1.5 hectare lot for expanding the warehouse facilities. The sacking equipment for the plant was supplied by Dosetec Exact Oy. Other handling equipment was mainly designed by Previt Oy and Stevena. Buildings occupying a total of 2,600 square metres were built by J. Vuorenpää Oy, a construction company from Pori.

## A lively autumn on the grain market

A good harvest and higher world market prices have given a substantial boost to the Finnish grain market. Exports volumes shipped through the Port of Vaasa have doubled over those of last year and exceeded 100,000 tonnes at the beginning of November. Most of the grain loaded in Vaasa has been oats that are mainly on the way to continental Europe where they will be used as raw material for flakes. Northern oats are renowned for quality and moreover, the overall popularity of this cereal is on the rise because of its health-enhancing properties.

For many years, the Port of Vaasa has been one of the major export harbours for oats in Finland. The growth in export volumes has naturally meant busier days for Blomberg Stevedoring, which is responsible for stevedoring and storage at the Port. Peak daily deliveries to the storage facilities have exceeded 5,000 tonnes per day. And although loading has proceeded at a nearly record pace, storage facilities at the port are still brim-full, waiting for the start of late autumn and winter export programmes.

## Otto Tallskog turns over the final Volvo of his career to Blomberg Stevedoring



Otto Tallskog, who is now retiring from Volvo, delivered his last wheel loader to Blomberg Stevedoring at the end of September. The loader was received by Managing Director Sakari Mäki-Fränti (on the right) and head of terminal operations Kari Seranto. In honour of Blomberg Stevedoring's anniversary, the new loader was given the number 80.

Otto Tallskog, who is now retiring from Volvo sales, and Blomberg Stevedoring completed their long working relationship in a fitting manner when the latter took delivery from Tallskog of a new Volvo F110 wheel loader. The loader represents the latest in design and is the first of its type in

Finland. It will be used for a wide range of work in both loading and warehousing at the Port of Vaasa. The wheel loader was received by Sakari Mäki-Fränti, Managing Director of Blomberg Stevedoring, and Kari Seranto, head of terminal operations.

Otto Tallskog has sold Volvo machines in the Vaasa region for nearly 50 years. During this period he has supplied 25 wheel loaders and ten trucks to Blomberg Stevedoring. The number of loaders delivered to the entire KWH Group is nearly 100. In his career, Tallskog has met key people at KWH from the founders to the present management. Sometimes there have been difficult situations, but they've always been worked out. "Customer relations have to be handled with great care and the customer's concerns have to be taken seriously. If a machine breaks down, fast action is required. Practical experience gained at Blomberg Stevedoring has even helped Volvo develop their machines," says Tallskog.

According to Managing Director Mäki-Fränti, there are actually many reasons for brand loyalty. "We have chosen Volvo mainly because of quality and driver comfort. The resale value is also an important criterion. Furthermore, we consider it important that Volvo has in Vaasa effective maintenance and a professional staff," Mäki-Fränti explains.

## Import warehousing makes for more effective logistics



The electrical core sheets used in ABB transformers are imported to Finland from Japan. Here representatives of the seller and buyer are learning about Backman-Trummer's warehousing services at Vaskiluoto harbour in Vaasa. Ulf Store, Supply Manager for ABB Oy Power and Distribution Transformers, is second from the right.

The warehousing services of the Backman-Trummer Group at Vaskiluoto harbour in Vaasa provide an efficient and flexible link in the logistics chains of companies with import operations. Customers have access to both a public customs warehouse and to services relating to consignment warehousing - from the physical handling of products to documentation. Efficiency also applies to the reception of products and deliveries to customers; products arriving at the warehouse are unloaded directly into indoor facilities at the Backman-Trummer terminal, which is the only one in the Vaasa region that is also able to receive freight arriving by rail. Deliveries to customers take place within 24 hours of call for delivery.

At present some 4000 square metres of the Backman-Trummer Group's 40,000 square metre warehouse is now used as public customs warehouse facilities, previously known as bonded warehouses. Products arriving in Finland from outside the EU are kept in the public customs warehouse. Goods in the warehouse can belong to either the seller or the buyer, but do not clear customs until the buyer makes a call for delivery. VAT and any customs fees are also paid in con-

junction with the call. Consignment warehousing covers products coming from both inside and outside the EU. Products in such warehouses belong to the seller and the sale price is paid only in conjunction with the call for delivery.

ABB Oy Power and Distribution Transformers is one of the customers that make use of Backman-Trummer's import warehousing services. The electrical core sheet used in the ABB transformers is manufactured in Japan and transported in containers to Finland by ship. The sheets are transported from the import harbour by rail to Vaskiluoto and moved from there to the public customs warehouse. Apart from reception and storage, Backman-Trummer's services in the product's logistics chain include monitoring of the warehouse balance, customs clearance, and transport to the transformer plant. Ulf Store, Supply Manager at ABB Oy Power and Distribution Transformers, considers product availability the primary advantage of the service. "The warehousing service ensures reliable deliveries; the product arrives at the plant at exactly the right time. Neither do we have to worry about unloading the containers, and Backman-Trummer have proper facilities for storing the products," he explains..

## Stevena Oy's operative management centralized



The entire operative management of Stevena Oy in Naantali is now located in the former customs office in the main harbour after supervisory personnel from the Luonnonmaa office moved there at the beginning of October. Centralization of management will increase efficiency as many routine matters can now be handled directly, face to face.

The move also includes a pilot project that makes use of the latest information technology. The project provides for an electronic flow of information regarding bills of lading between Luonnonmaa and the main harbour. In practice, the system directs trucks arriving at and departing from Luonnonmaa to a waybill desk with a direct video link based on WLAN technology to the facility at the main harbour. The experience gained from the project will eventually be used in Stevena's other units as well.

There will be no changes in procedures for loading and unloading of trucks or in any other functions at Luonnonmaa. For example, the supervisor responsible for all terminal functions at Naantali is based there.

Stevena Oy's facilities at the main harbour are located on the fourth floor of the harbour terminal. The address is Satamatie 13, 21100 Naantali.

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