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Dear Reader,



Finland has long recognized the opportunities provided by international trade and succeeded

in making use of them. Today, our exports represent nearly one half of our GNP, which is a substantially greater proportion than that of most comparable countries. We are, however, located a long way from the main flows of transport and logistics in Europe. This requires constant renewal, innovations and a constructive transport policy because efficient logistics solutions are vital to trade and competitiveness.

In 2010, logistics accounted on average for 13 per cent of the net sales of Finnish companies. In large and micro-level companies the proportion has decreased somewhat, while in small and medium-sized business the trend has been in the opposite direction. In SMEs, the costs of capital tied up in stocks have risen in particular. The key figures expressing deliv-

ery times, delivery accuracy and the rate of capital circulation have fallen slightly on the previous year, although in most sectors they still remain at a good level.

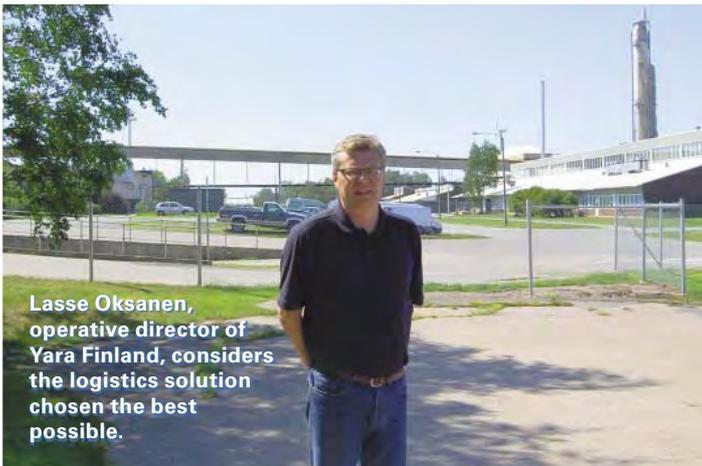
In logistics, the greatest efficiency is achieved with good service and low costs. These factors permit solutions that benefit all links in the chain. The significance of innovative logistics solutions for the competitiveness and efficiency of companies and organisations is on the rise. In seeking these solutions, shipping and port operations play a key role, for nearly 90 per cent of export cargoes are transported by sea. In international port operations, big ports are growing even larger while small ones remain on the same level and seek efficiency through specialisation. Both obtain volume in this way and there-

by advantages of scale.

It is the goal of the Port of Kokkola and Oy M. Rauanheimo Ab to act as an efficient link in the trade chain. We seek to develop competitive and comprehensive solutions for the needs of our customers. Rauanheimo is Finland's leading handler and forwarder of dry bulk cargoes and Russian transit products. Our operations are based on comprehensive service and ready tailored logistics solutions that provide customers with savings in both time and money.

Joakim Laxåback
Managing Director
Oy M. Rauanheimo Ab

New long-term agreement for shipping iron oxide at the Port of Kokkola



Lasse Oksanen, operative director of Yara Finland, considers the logistics solution chosen the best possible.

Yara Suomi Oy and Backman-Trummer's subsidiary Oy M. Rauanheimo Ab have agreed to continue their cooperation for shipments of iron oxide. The new agreement is an extension of the previous three-year contract. It mainly comprises temporary storage and reloading of iron oxide from Yara's Siilinjärvi plant at

the Port of Kokkola for shipment to China and will be in effect until 2018. Iron oxide is hauled by rail from Siilinjärvi to Kokkola, where it is unloaded, stored temporarily and then reloaded in consignments of 65,000 – 75,000 tonnes onto vessels of the Panamax class. Iron oxide is transported to Kokkola on three non-stop trains per day

with a combined capacity of approximately 5000 tonnes. Cargoes are shipped seasonally, between May and December. At maximum capacity this means shipments at intervals of 2 to 3 weeks.

Iron oxide is a by-product of the sulphuric acid industry and is used as a raw material in the manufacture of steel because of its high iron content. Further processing has become profitable due to the rapid rise in market prices for steel in recent years. There are stocks of some eight million tonnes of iron oxide at the Siilinjärvi plant and 200,000 additional tonnes are produced annually. Lasse Oksanen, operative director of Yara Finland, considers it extremely positive that this by-product, which was formerly considered worthless, can now be put to further use. The logistics solution chosen is the best possible in his opinion.

"We have long traditions of cooperation with the Port of Kokkola

and Rauanheimo. They provide us with a functional and cost-efficient logistics chain that allows the trains to make the trip from the Siilinjärvi plant to Kokkola and back in one day. Longer runs would require increased investment in railway rolling stock," says Oksanen.

Rauanheimo has made careful preparations for cargo handling at the Port of Kokkola in the future, explains Rauanheimo's managing director Joakim Laxåback.

"Together with VR Spontoint, we have developed new solutions especially for this product. In transport we use tailor-made containers and forklift trucks designed especially for this purpose," he explains.

Yara Suomi, which is part of the Norwegian group Yara International ASA, sells and markets multi-nutrient fertilizers to agriculture. The company's products are also used in industry and environmental protection and it has operated under the name Yara since 2008. It was previously known as Kemira GrowHow.

Trans  Port

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Cover: Loading iron oxide in 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.

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, BT-Logistore Oy Ab, Kokkolan Lastaus Oy, Ab Kristinestads Stevedoring Oy, Oy M. Rauanheimo Ab and Stevena Oy.



The height of the new silos at Naantali is over 25 metre.

Naantali cement terminal expands

Embra Oy and its predecessor, Finland's largest importer of bulk cement, have leased the Naantali cement terminal from Backman-Trummer's subsidiary Stevena Oy since 1991. Over the years, many technical innovations have been required by the busy traffic in cement for the terminal and its equipment. The most recent step in the development of operations was taken in the autumn of 2010, when a decision was made to have Embra Oy and Stevena co-operate in building two 500 tonne cement silos at the Port of Naantali. In addition to the building project, a decision was also made to increase capacity by introducing fluidisation in the unloading process at the older silos. The project also included acquisition of new pressure transmitters, a truck scale, and control logic.

Implementation quickly followed the decision and it proved possible to schedule the demanding project so that deliveries from the warehouse facility were not interrupted. The new, over 25 metre high silos were completed on time on March 31 and have already significantly facilitated loading of trucks picking up cement. Also,

more attention can now be focused on quality and safety factors in connection with loading.

The total costs of the expansion amounted to some 1.2 million euro. Equipment suppliers to the project included Steel-Kamet Oy and Pneuplan Oy. The technical work was the responsibility of Salon Aluesätkö Oy and Rakennustoimisto Sohlman Oy. Previt Oy was responsible for project management and supplied two fluidisation units for installation in the base of the older silos.

Embra Oy managing director Stig Kavander is pleased with the results of the project. "We've now got a modern facility at our disposal; both the technical features and the capacity are up to date. CEMEX are also pleased with the higher safety standard," he explains.

Embra Oy is part of the CEMEX Group, one of the world's largest producers of cement and ready-mix concrete. In Finland the company's products are used by the ready-mix concrete, concrete product, precast and dry product industries. Apart from Naantali, Embra Oy also has import storage facilities in Loviisa and Joensuu.



The cruise vessel M/V Hanseatic's visit to the Port of Vaasa in June posed numerous challenges for the ship agent. In addition to normal processing of documents, information regarding embarking documents and programmes for passengers, shop opening hours and other details related to passenger comfort was provided to the vessel in advance. Proper medical treatment was arranged for a member of the crew who became ill during the day-long visit and transport services for the other crew members were arranged. Tiina Soininen-Virta acted as ship agent for the vessel.

Ship agents provide contact between vessel and land

Backman-Trummer has decades of experience in ship agency services in the ports of western Finland. At present, the company and its subsidiaries offer complete ship agency services in the Ports of Kalajoki, Kokkola, Vaasa, Kristiinankaupunki, Pori, Olkiluoto, Rauma, Uusikaupunki, Naantali and Turku.

Ship agency services are part of the sea transport process. They require wide experience on the part of the agents, who are responsible for all contacts between the vessels in their charge and the relevant authorities, partners, and other players on land. Their responsibilities include formal processing of documents and liaison with authorities and port staff. In addition to arrival formalities, ship agents are responsible for documents related to loading and unloading of vessels and for their delivery to shipping companies and shippers and receivers of cargo. Orders for food supplies, water, fuel and waste handling pass through ship agents and they also order the pilot services, visit the vessels and make various practical arrangements in response to the needs of crew and passengers.

A new general cargo terminal at Vaskiluoto for Blomberg Stevedoring

Goods traffic at the Port of Vaasa is growing fast. Backman-Trummer's subsidiary Blomberg Stevedoring is responding to this development by building a new, up-to-date project cargo and break bulk terminal at Vaskiluoto. The undertaking is also part of a more extensive development plan aimed at improving the capacity of the Port of Vaasa to meet regional needs.

The 2000 sq. m terminal will be located at the Reini quay, near the railway and the harbour quay. In planning for the building, the focus has been on efficient unloading and handling facilities. The building can be driven through,



The terminal is scheduled for completion at the end of October.

the doors are especially large and the purpose-built containerising facilities allow efficient work both in the terminal and its loading area. Insulated structures improve warehousing conditions and in-

crease work safety.

Construction work at the Reini quay commenced at the end of May and the terminal is scheduled for completion at the end of October. In addition to project deliv-

eries, the building will also serve a rapidly growing volume of short-sea break bulk traffic. Regular cargo flows and short storage times are typical for this traffic.

Appointments

Oy M. Ruanheimo Ab

Vesa Peltola has been appointed head of forwarding. He was previously employed in a supervisory capacity in the IT, logistics, and shipping organisations of UPM Corporation.

Teppo Mäyrä has been appointed supervisor. He was previously employed in a supervisory capacity for container traffic at the Steveco group.



Vesa Peltola

Teppo Mäyrä

Jere Möller

Mikko Annala

Niko Miettinen

Jere Möller has been appointed supervisor. He was previously employed in various stevedoring and forwarding capacities in the Ruanheimo organisation.

Mikko Annala has been appointed supervisor. He was previously employed in various stevedoring and forwarding capacities in the Ruanheimo organisation.

Kokkolan Lastaus Oy

Niko Miettinen has been appointed sales manager. He is also involved in business development at Kokkolan Lastaus Oy. He was previously employed in managerial capacities in industry and port logistics at UPM's Pietarsaari mill.

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Oy M. Ruanheimo Ab

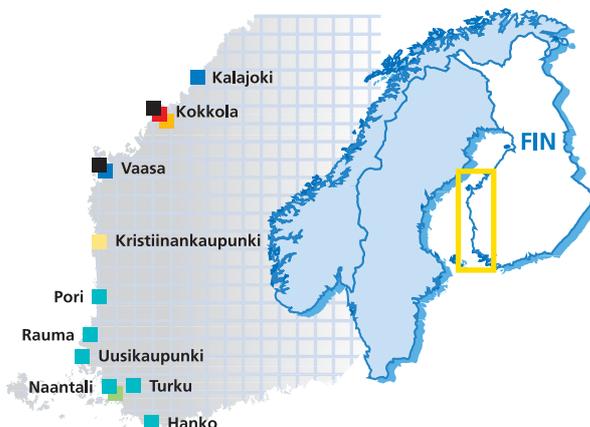
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Renting of equipment and machinery



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