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Dear Reader,

In its sector, the Backman-Trummer Group is one of the leaders in the application of information technology. We seek to make our processes increasingly more efficient and customer-friendly and information technology provides a steady supply of new tools that are helping us in reaching this goal.

The most extensive of our present information technology projects is the new operating system used by the port operator Rauanheimo in Kokkola. Now in the commissioning phase, this system will control all harbour operations such as ship clearance, forwarding, the container depot, warehousing and rail traffic, which will be managed with applications tailored especially to Rauanheimo's needs. Data and timetables related to these operations will be used to optimise personnel and machinery in cargo handling. Some of the operations can be handled with mobile terminals, which allow personnel to work independently on the basis of the available information. Our system in Kokkola is also integrated with those of the Finnish Transport Safety Agency, the Finnish Customs and VR Transpoint, the rail freight division of the VR-Group. In addition, work is in progress to expand the system with a reporting tool that will produce analytical data on events.

Significant advances in information technology have also been made in the other group companies. Operating systems have been expanded with new features tailored to individual customer needs and all customs operations are already covered by the electronic system. We are also among the first businesses in the field to implement the new electronic customer services of the Finnish Customs. The goal in these information technology projects is also to improve service and expedite data transfer both within the group and with our partners.

In addition to the projects described above, solutions related to a cloud service and mobile use are also in the pipeline. We will inform you more about them in future issues of this customer publication.

Taru Gammalgård
Business Controller
Oy Backman-Trummer Ab

Adolf Lahti takes charge of wood handling for UPM-Kymmene in Pietarsaari

Oy Adolf Lahti Yxpila Ab, which is part of the Backman-Trummer Group, will take responsibility for production-related wood handling at UPM-Kymmene's mills in Pietarsaari. The contract was won in a tough competition with major suppliers in the wood handling sector and it comprises the handling, storing, and feeding of pulpwood, chips and sawdust into the mills' processes. It also covers the by-products of the Alholma sawmill, which is located in the vicinity of the UPM facilities, and involves the hauling of imported wood chips and pulpwood from the port to the mill.

This is the largest single contract in the history of Adolf Lahti; the volumes in question are substantial. Those of the pulpwood and chips to be handled will rise to four million solid cubic metres and the volumes transported, depending on the amounts imported, to around a million solid cubic metres. The handling and hauling of such large amounts will pose considerable challenges for the operation and



The wood handling at UPM-Kymmene mills in Pietarsaari is handled by specially designed trucks.

maintenance of the equipment and machinery. For feeding the pulpwood, Adolf Lahti has Scandinavia's first electrical precision crane, which has a working weight of 100 tonnes. Logstackers with a working weight of 85 tonnes

each are the principal machines in the wood yard and chips are handled with a 20-tonne purpose-built wheel loader. All the above-mentioned machines operate around the clock for approximately 355 days a year. For hauling of pulpwood and chips, purpose-built semitrailers are used, two of which are connected in tandem. The total mass of a single combination is nearly 200 tonnes, the length more than 37 metres, the width 3.4 metres and the height 5 metres.

Apart from these efficient, ultramodern machines, Adolf Lahti has also prepared to meet the challenges of the new contract by reinforcing its team with additional experts in transport and maintenance. All in all, some 15 professionals with the skill and experience needed to deal efficiently and safely with the fast-paced work will be hired for various stages of the wood handling process.

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 and southern Finland, from Kalajoki to Hanko and 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, Oy Adolf Lahti Yxpila Ab, Ab Kristinestads Stevedoring Oy, Oy Moonway Ab, Oy M. Rauanheimo Ab, Stevena Oy and Talavuo Oy.

Uusikaupunki invests in logistic services for the port of Hepokari

The port of Hepokari in Uusikaupunki is a key link in the logistic chain of the region's industry. Cargo traffic through the harbour is import-intensive and dominated by metals, raw materials used in feed, and soda. Cars are the main exports. At present, Hepokari handles some 200,000 tonnes of freight annually. As new industrial projects in the region progress, the volumes of both imports and exports will grow rapidly and entirely new products will be included. The harbour is preparing for this growth by increasing its storage capacity.

Investment tailored to the needs of business

Hepokari is the most important of the five components that make up the Port of Uusikaupunki. The Port also includes Yara's industrial harbour, which operates under a separate agreement, the city's two fishing harbours, and space for 1400 small craft in various parts of town. Apart from office and terminal buildings, the port of Hepokari has eight storage facilities with a combined area of 14,000 sq. metres. The storage facilities are leased to the port operator Stevena, which manages customer relations with industry. The next major investment at the port will be a 6000 cubic metre tank for use by Finnprotein Oy's production plant for soybean oil. The tank will be completed in autumn 2013 and will cost around a million euros. According to Port Director Esa Soini, the building project is part

of an investment strategy with which the city supports regional business.

"The port was built to meet the needs of industry and it is also being developed with the aim of attracting new, harbour-dependant industry to the region. The soybean oil plant is a good example of this, as is the arrival in Uusikaupunki of Stemcor, an international steel and raw material trader," explains Soini.

"We build storage facilities for specific purposes. We concentrate on structures that are durable and hygienic. We can offer appropriate facilities for storage of both unit goods and bulk products," he explains.

Stevena is an important partner

Stevena Oy, a subsidiary of the Backman-Trummer Group, has been the port operator at Hepokari since 1998. The volumes handled by the port have multiplied in that period and Hepokari now employs eight dockworkers. In investment projects the Port of Uusikaupunki cooperates closely with Stevena and the Mantsinen material handling machine acquired for Hepokari two years ago was also a joint investment by the partners. Esa Soini considers Stevena's role in developing the port crucial.

"From the beginning, our cooperation with Stevena has been excellent. We've cooperated closely all along in developing the port and the fact that all our investment projects have been productive from the start is proof of this," he stresses.

Hepokari's prospects are bright, although delays in town planning for the port area pose



Port Director Esa Soini expects a rapid increase in cargo volumes at Hepokari in the next few years.

a challenge for growth. Also, conversion of the Port Authority into a corporation at the beginning of next year will pose challenges of its own for operations. Soini takes a calm view of discussion regarding possible reductions in the number of ports in Finland and the subsequent concentration of traffic.

"Matters like this ought not to be decided by government, but in the final analysis by the customers themselves. Nowadays businesses consider their logistic solutions carefully and require providers to make bids for them. In the end, the viability of a port depends on how it fares in such competition," he argues.





A new debagging line makes for faster rebulking at the Port of Vaasa

up to 30 tonnes of material can now be handled in an hour. The new line also minimizes loss; for plastic granulates the manufacturer promises that 99.9% of bag content will be removed.

At present, the new line is mainly used for plastic raw material that arrives at the port on pallets in 25 kg bags and is then delivered to the customer in bulk. Pallets are shipped twice weekly from continental Europe using a shortsea transport concept developed jointly by Blomberg Stevedoring and Backman-Trummer. The same concept can also be put to use in shipping virtually all kinds of unit goods.

Although bulk goods are mainly preferred in the transport and handling chain from factory to user, palletised goods in bags still offer several advantages. In contrast to bulk goods, the mode of transport can be chosen freely, thus reducing transport costs. The shortsea concept developed by Blomberg Stevedoring and Backman-Trummer is a good example of how a variety of transport modes can be used for palletised goods. Furthermore, interim storage does not cause problems and for manufacturers, bagging is often the only way to maintain continuous production in the process industry, where demand varies by season and silo capacity is limited.

The port operator Blomberg Stevedoring at Vaskiluoto in Vaasa has started up a new debagging line. The new line will significantly reduce the time needed for loading as bag contents need not be first emptied into a silo, but can instead be loaded directly into a waiting truck. The new process saves work and

Oy Moonway Ab becomes part of the Backman-Trummer Group



Oy Moonway Ab Managing Director Tom Mohn (left) and Financial Manager Jari Vuontela.

Oy Moonway Ab, a transport and forwarding company in Turku, is now part of the Backman-Trummer Group. The acquisition will expand the range of services offered by Backman-Trummer into dry and liquid bulk transport and further strengthen the Group's position as an expert in export

and import transport. It will also improve Moonway's prospects for developing new high-quality, competitive logistic solutions but will not affect its everyday operations. The company will remain independent within the Backman-Trummer Group; it will keep its name and retain its staff. Moonway's previous owners, Tom Mohn and Jari Vuontela, will continue to work for the company, the former as managing director and the latter as financial manager.

Founded in 1994, Moonway specialises in container transport for the food, chemical, paper and construction industries. It strengths are a diverse range of equipment and a highly competent staff. It uses both its own and rental containers in transport and typical cargoes comprise fruit juice concentrate, alcohol-containing products and various chemicals. The containers hold from 20,000 to 36,000 litres and can be divided into separate compartments. Heated containers are available

for winter transport. Moonway's services meet the requirements of the ISO 9001 and SQAS quality systems.

Appointments



Olav Hansén

Oy M. Rauanheimo Ab

Olav Hansén, M.Sc., has been appointed head of quality and work safety. His main responsibilities will be the updating and development of the quality control systems and the assessment and development of work safety at Oy M. Rauanheimo Ab and Oy Adolf Yxpila Ab. Olav Hansén has substantial work experience. He served most recently as sector head for SK Protect Oy.

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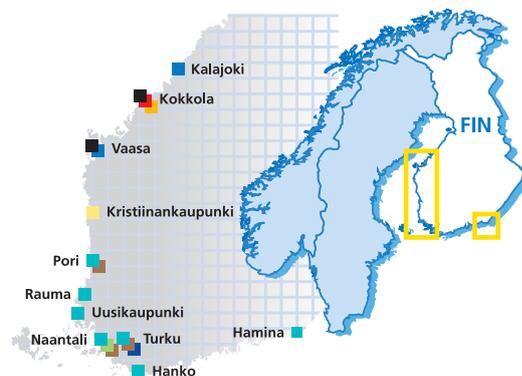
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Renting of equipment and machinery



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