

- 125 years of expertise in logistics
- Special storage facilities for Stevena at Tahkoluoto
- Rauanheimo takes over logistics for Tetra Chemicals at Kokkola





## Dear Reader,

You are looking at the first issue of the Backman-Trummer customer newsletter. Its publication fittingly coincides with the

125th anniversary of Backman-Trummer. The newsletter is an example of our ongoing effort to improve customer service. With it, we seek to tell our partners about current events of interest throughout the logistic chain. Changes in procedures effected by the authorities are also a natural part of its content.

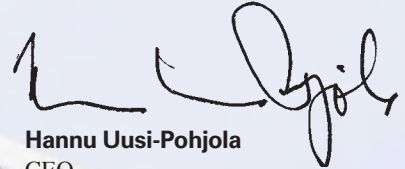
The foundation of our company was described as follows on the pages of a history of the period: "On the 20th of February, 1882, Waldemar Schauman submitted an application in his own name to the administrative court of Nikolainkaupunki (the present Vaasa), requesting permission to act as

agent, to carry out sales on commission, to engage in shipping, to issue insurance, to handle the clearance of vessels, and to undertake other like commerce and trading."

Although the company and the world around it have changed tremendously since those times, the basic business idea remains the core of our operations. Today Backman-Trummer is a large international provider of logistics services concentrating on import and export logistics and related harbour and warehouse operations in nearly all the ports of western Finland, from Kokkola to Hanko. Last year the Group's

harbour operators handled more than 6 million tonnes of cargo. Group companies have also taken part actively in various outsourcing projects conducted by their customers.

We hope that this newsletter will provide interesting and enjoyable reading on items of current interest. It will also be available on our website, where you'll find plenty of other useful information.

  
Hannu Uusi-Pohjola  
CEO

## Oy Backman-Trummer Ab

# 125 years of expertise in logistics

This year marks a milestone in the operations of Oy Backman-Trummer Ab; in February, 125 years will have elapsed since the founding of the company. The transition from a provider of diverse commercial services to a provider of logistics solutions has been a long and complex process.

- **20 February 1882** Waldemar Schauman submits an application to the administration of Nikolainkaupunki (Vaasa) requesting permission to engage in business in his own name.
- **1898** The Estonian-German Eduard Trummer sets up his own agency in Vaasa, E. Trummer
- **1 January 1908** Lennart Backman, who had been employed by Schauman since 1888, buys the company. Its operations continue under the name Lennart Backman.
- **1914** Trummer's long-time business partners Jakob Kallis and Alfred Wiklund acquire the business and continue it under the name E. Trummer & C:o Efrt.
- **1988** The partnership E. Trummer & C:o Efrt. is converted into the limited company E. Trummer Ab.
- **1 January 1989** Oy Lennart Backman Ab and E. Trummer Ab combine to form Oy Backman-Trummer Ab.
- The following companies have joined the Group:
  - **1989** Oy Blomberg Stevedoring Ab and its subsidiaries (founded in 1928)



Schauman's advertisement in the newspaper 'Wasabladet' on 22 April 1882.



Lennart Backman



Waldemar Schauman



Eduard Trummer

- **1997** Stevena Oy (founded in 1982)
- **2001** Oy M. Rauanheimo Ab (founded in 1884)
- **2001** Ab Kristinestads Stevedoring Oy (founded in 1950)
- **2006** The port operations of the companies in the Backman-Trummer Group include nearly

all the ports on the west coast of Finland. The newest outlet is that of Stevena Oy at Tahkoluoto harbour in the Port of Pori, which was opened at the beginning of 2006.



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Cover: Loading calcium chloride at the Port of Kokkola

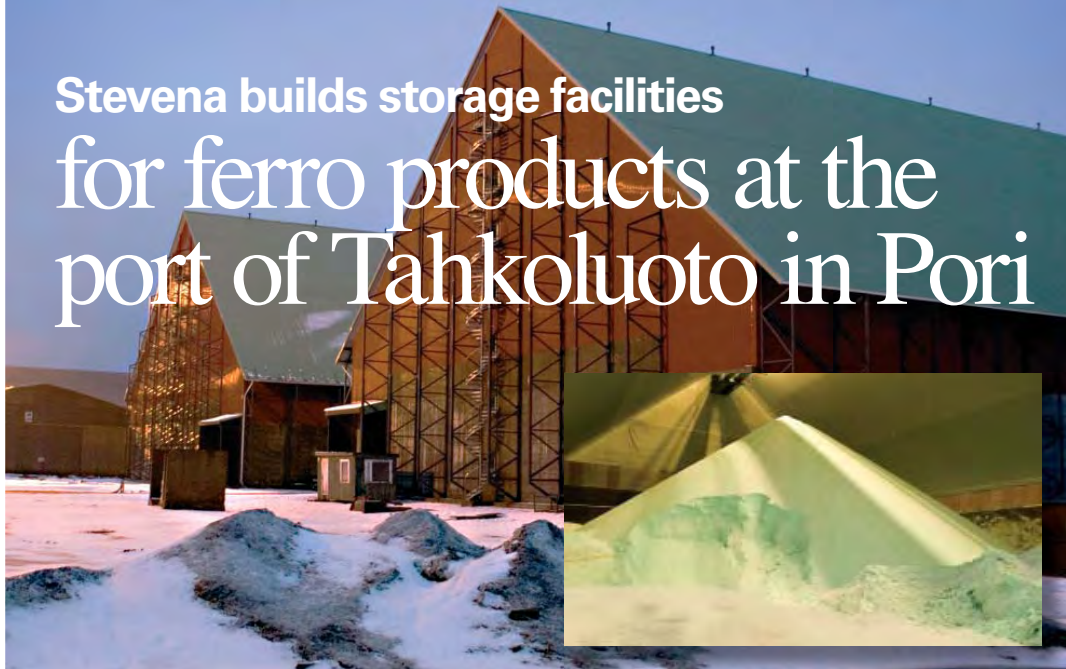
## Backman-Trummer in Brief

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, 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 storage facilities for ferro products at the port of Tahkoluoto in Pori



In a little more than a year, two large storage facilities have been built by Stevena Oy at the Tahkoluoto deep harbour in Pori, Finland. The facilities will be used for storage of the ferro products produced by Kemira Pigments Oy and they are designed to meet the special requirements of both the customer and the product.

## A demanding product

The new storage facilities represent Stevena's largest single investment project and were made possible by a long-term contract with the customer. The combined capacity of the facilities is 70,000 tonnes and the area comprises a

good 7,000 sq. metres. The annual capacity is around 500,000 tonnes. Construction of the facilities was prompted by new handling requirements for ferro products that call for an entirely new storage concept. Until quite recently, ferro products, which are by-products of the titanium dioxide production process, have in part been stored in piles. There was no commercial use for some of the volume produced. However, stricter environmental and safety regulations call for new handling technologies. At the same time, new worldwide markets for the products emerged, for example in the chromium reduction of cement and in water

treatment. Kemira Pigments Oy has invested at its Pori plants in for example a ferro drying kiln, which today yields a commercially successful product. The product has a dust-like consistency and hence it has to be protected from moisture and wind. Also, the treatment process must be very efficient.

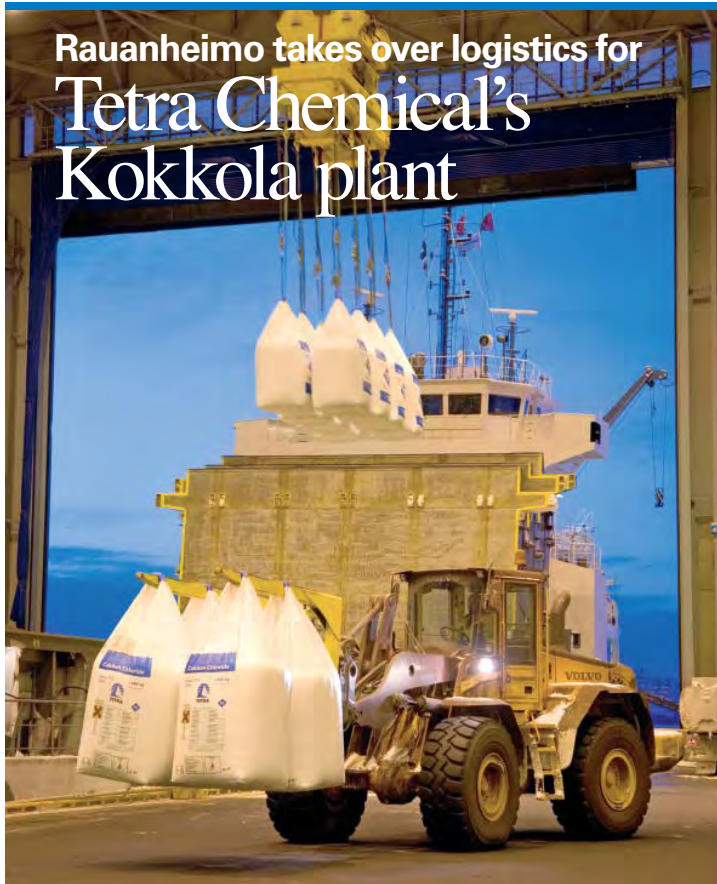
## The latest technology

The special needs of the client and product were taken into account by building the facilities with the best available technology. Apart from prevention of dust formation and moisture, the focus was on corrosion-resistant structures. The conveyor systems also represent the

latest technology. Trucks equipped with automatic tarps bring the material from the plant to a separate tipping facility, where stationary conveyors lift 200 tonnes an hour to a height of 25 metres. The conveyors are started up by the truck driver with a coded card and the logic directs the conveyor automatically so that the product is piled up in the right place. It is then loaded onto ships with the highly efficient conveyors of the Pori harbour, which are also situated in completely covered loading facilities. In practice, the entire facilities operate around the clock, every day of the week.

Expansion to the Port of Pori harbour was a natural step for Stevena, which is engaged in stevedoring and storage operations. The company has wide experience in the storage of demanding bulk products. Planning and start-up of the investment project in Pori has gone smoothly, and in close cooperation with the customer and representatives of the port. Although operations of this kind are still rather new at Tahkoluoto, expansion has already begun. Apart from bulk products, 1,500 sq. metres in storage facilities for unit goods have been built in the port area. A new sacking plant and storage facilities of more than 2,500 sq. metres are also being constructed at Mäntyluoto, in the vicinity of the Kemira plants.

# Rauanheimo takes over logistics for Tetra Chemical's Kokkola plant



Tetra Chemicals Europe AB and Oy M. Rauanheimo Ab, the Kokkola subsidiary of Backman-Trummer, have concluded a partnership agreement according to which Rauanheimo will henceforth handle the entire logistics chain for Tetra Chemical's calcium chloride plant in Kokkola. The plant is the largest in its sector in Europe and most of its production is exported. Calcium chloride is transported from the plant to the main harbour at Ykspihlaja for storage and for loading onto ships in the all-weather terminal. The agreement also includes ship clearance, which involves 55 to 60 ships annually including their export and import cargoes, unloading of rock salt, and feeding of limestone into the production process. Rauanheimo has already been responsible for unloading the limestone.

According to Anders Jensberg, head of logistics for Tetra Chemicals Europe AB, Rauan-

heimo was chosen to be the company's subcontractor for a number of reasons. "The main factors were the available capacity and the quay, although a positive attitude on the part of Rauanheimo's management during the project also affected the decision. We worked together to devise a solution that further strengthens Tetra's competitive efficiency in logistics," says Jensberg.

Tetra Chemicals Europe AB is part of the international TETRA Technologies group, which is listed on the New York Stock Exchange. The group's main sectors are services to the oil and gas industry and it is also the world's largest producer and distributor of calcium chloride, which is used in various grades for road salting in winter and as a raw material in the food industry. The headquarters of Tetra Chemicals Europe AB are located in Helsingborg, Sweden, and the company has several production plants in Europe.

**Export cargoes of calcium chloride being loaded onto ships in the covered terminal of the Port of Kokkola.**

## Backman-Trummer and DSV Road Oy agree on further collaboration

**B**ackman-Trummer and DSV Road Oy have signed a long-term agreement on transport and forwarding services. A continuation of collaboration begun by the companies in the 1990s, the agreement will provide Backman-Trummer with the services of DSV's worldwide network of subsidiaries and agents. DSV has in turn acquired the largest forwarding and transport company in western Finland as a partner.

DSV (formerly DFDS Transport) is an international transport and logistics company with operations in 50 countries. It has 16 outlets in Finland.



### Appointments

#### Oy M. Rauanheimo Ab



**H**enrik Hagström, Forestry Engineer, has been appointed Sales Manager. His duties will include sales of stevedoring and forwarding services at the Port of Kokkola

and customer service in Finland. He was previously employed by Ab Pâras Oy as production manager and in export sales.



## Blomberg Stevedoring gets a new warehouse

The new facilities are designed for storage of unit and bulk goods.

**O**y Blomberg Stevedoring Ab in Vaasa has begun operations in its new 1,050 sq. metre storage facility. Designed for unit and bulk goods, the facility is part of the company's expansion process, which has continued for a number of years. It provides the required extra capacity, especially for storage of raw materials for the feed industry at the Port of Vaasa.

The new facility was designed to meet the latest safety requirements of the feed sector, where regulations have become increasingly stringent. Attention was focused on cleanliness and on keeping rodents and birds out. The schedule for building the facility was extremely

tight; construction began at the end of September and the first cargo - 2,500 tons of sugar beet pellets - was received at the beginning of December 2006.

Thanks to the expansion, Blomberg Stevedoring now has some 36,000 sq. metres of covered storage in 51 separate storage facilities. The operations of the company, which concentrates on stevedoring and warehousing, have grown steadily throughout the 2000s and new facilities have been built annually, some 10,000 sq. metres during the last five years alone. The need for storage space is greatest in the autumn, when imports of raw materials for feed and grain exports peak.

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