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Dear Reader,

Oy Moonway Ab joined the Backman-Trummer family in the spring of 2012. We have had a warm reception, and although only a year has elapsed, it seems like we've been in the family for a longer time. Our operations

suit the portfolio of the new owners – together we are stronger and can do a better job of meeting the growing needs of our customers.

Moonway is a specialist in dry and liquid bulk container transport. We transport liquid chemicals, food-grade cargo and dry bulk products. Although we're based in Turku, Finland, the location of our office is not particularly significant as all our communications are electronic. The entire world is our playing field.

An expert staff is our most important resource. Professional skill and continuous development of operations guarantee high-quality customer service. We seek to be one of the leading companies in our sector, and here we have in fact been very successful. Flexible and efficient service has helped us to win the confidence of our customers.

Some 350,000 tank containers are in use worldwide. Their numbers are growing by approximately 10 per cent annually, although at the moment the sector is suffering from the generally sluggish world economy. However, we firmly believe in a better tomorrow.

Cargoes are shifting increasingly to tank containers and we want to take our share of the growing volumes. Transport to and from Russia continues to grow rapidly despite temporary fluctuations in volume. It has come to stay and we have prepared to meet the challenge. Nevertheless, Finnish industry will remain our largest group of customers and we will continue to serve them in the best possible way.

Tom Mohn
Managing Director
Oy Moonway Ab

The Port of Vaasa provides excellent conditions for project transports

The Port of Vaasa is becoming ready to serve project traffic. The Port of Vaasa, the City of Vaasa and the port operator Oy Blomberg Stevedoring Ab, have collectively developed their long-term service capacity and invested several million euro in the handling chain.

The renewed Vaskiluoto Bridge, which enables smooth freight of heavy units to the port, was finalized early this summer. The lifting and handling capacity of heavy and bulky cargo have been strengthened to handle units weighing up to 200 tons and more. The latest investment is Oy Blomberg Stevedoring Ab's combined translifter and cassette system for moving heavy loads on the port's premises.

"Ample storage facilities, warehouses and open air storage, have been built over the last years, and in this year a storage area covering 4,000 m² will be built", says Oy Blomberg Stevedoring Ab's managing director Sakari Mäki-Franti. Oy Blomberg Stevedoring Ab is continuing to invest in its project expertise and more logistics professionals have been employed in order to meet the growing demand. Other long-term areas of development are renewal of the south harbour road as well as an improvement of the rail road connection.



The Port of Vaasa has now the capacity to handle units of up to 200 tons and more.

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.

Mastering entities – a must for a stevedoring manager

Managers responsible for loading and unloading ships must be able to combine numerous details into entities that work. Tight schedules and the special demands posed by individual types of cargo are everyday fare. For a head of stevedoring, the process requires both management skills and an eye for entities. With 20 years of experience, Aku Suikkanen, Stevedoring Manager at Stevena Oy, knows the challenges of the job.

Operations in four ports

Since 1999, Aku Suikkanen has worked as head of stevedoring for Stevena Oy in the ports of Turku, Naantali, Uusikaupunki and Hamina. He previously worked for six years in the service of another operator. Although Suikkanen's office is in Naantali, he spends most of his working time on site in one of the four ports. Besides Suikkanen, the team has 12 permanent stevedorers and one contact person at each port. Temporary staff is taken on during busy periods.

Allocating resources between the ports calls for careful planning. The job is particularly exacting when several ships have to be served at the same time. Planning begins with allocation of personnel and machinery in good time before the ship berths. As ships usually arrive early in the week, preparations may have to be made at weekends as well. Most often it's an import cargo that needs to be unloaded and sometimes transferred to one of the port's storage facilities.



Aku Suikkanen, the Stevedoring Manager at Stevena, is responsible for the loading and discharging of vessels in four different ports.

"Stevedorers move between ports in response to need. Unloading and loading of a single ship requires the input of 1 to 8 stevedorers. Machinery seldom needs to be moved anymore, as today Stevena has a complete range of equipment of its own in each port," Suikkanen explains.

Customer service that builds confidence

Suikkanen is known in the business as a true professional. His perseverance and calm, efficient style of work arouses confidence both among customers and in his own organization. Suikkanen himself prefers to view his work from

the perspective of customer service.

"The aim is to serve all customers flexibly. They must be able to rely on the job being handled in the agreed way; our service has to work," he sums up. According to Suikkanen, the importance of punctuality and accuracy is understandable, considering the fact that the work includes responsibility for property of significant value.

"Each individual stevedoring project needs to be handled with the same accuracy because a single cargo may be worth hundreds of thousands of euros to the customer. Unloading and loading times for ships are also set in advance and delays may cost the customer thousands of euros a day," he points out.

An important part of a stevedoring manager's work is to inform customers of any deviations from quality observed in an incoming cargo. This requires knowledge of the customer's quality requirements and certifications.

"Every cargo has its own special features. For example in the case of steel we may report bending or if there's something untoward in a cargo of feed we must inform the customer before the cargo ends up for processing," Suikkanen puts it concretely.

"Our operations also have to be certified. They're guided by the ISO 9001 and ISO 14001 quality standards. The most recent standard in the feed industry is Coceral GTP."

Unitised goods transport to continental Europe on the rise

Direct road transport of unitised goods from Vaasa to continental Europe have already been part of Backman-Trummer's service concept for a decade. The service is handled with state-of-the-art vehicles and includes also full and partial loads. As a result of the growth in volume, there are now daily weekday departures from Vaasa.

A time-saving transport mode

At present, Backman-Trummer's direct transport is the fastest road transport mode from Ostrobothnia to continental Europe. Cargoes depart from the Vaasa terminal at 5 pm and are already within 36 hours set for further distribution at Haiger in central Germany. The time saving is possible thanks to a streamlined logistics chain, in which cargoes are carried to their destinations according to an optimized schedule and without reloading.

"Cargoes are en route for two nights and arrive at the terminal in Germany in the morning so that our local partner can transfer them for further transport on the same day.

This alone saves 24 hours in transport time," explains Bernt Björkholm, director of cargo operations at Backman-Trummer.

"This type of service is suited to all kinds



Direct road transport of unitised goods by Backman-Trummer is the fastest mode of transport from Ostrobothnia to Central Europe.

of unit goods. And it doesn't place any limits on the volume of individual cargoes. We can also increase our transport capacity at short notice," Björkholm points out.

Direct links to airports, too

The possibilities for fast road transport are further increased by direct links to the major cargo airports in continental Europe. Air freight departs from Vaasa at least twice a week to destinations requested by customers. The most frequent destinations are the Frankfurt and Amsterdam airports, through which there are good connections to Asia, North America and other destinations worldwide. According to Bernt Björkholm, the new terminal at Vikby is an important step in the development of air cargo transport.

"Air cargo services have already become a part of our total service concept, which comprises the entire transport chain from the customer to the ultimate destination. Growth in volume now enables expansion of this

aspect of the service. An additional impetus for growth will be the unitised goods and partial cargo terminal to be completed at Vikby next year. It will serve both air cargo and road transport," Björkholm emphasises.

A terminal for Backman-Trummer in Korsholm



Renovation and expansion of the Vikby facility began with a ground-breaking ceremony in which a large number of customers, partners and Backman-Trummer personnel took part.

Director Bernt Björkholm explaining the building project to the participants.

Backman-Trummer has acquired a facility of more than 1000 sq. metres at Vikby in Korsholm. The former maintenance facility is located at the junction of the major highways leading west and south from Vaasa and near the future airport logistics area. During the summer and autumn the premises will undergo thorough renovation and a 1000 sq. m. extension and ten loading bays will be added to the original building. When completed, the facility will serve as a unit goods terminal for both road and air cargo traffic.

Rauanheimo expands to Hamina

The operations of Oy M. Rauanheimo, a subsidiary of the Backman-Trummer Group, have long centred at the Port of Kokkola. At the beginning of the year a new phase in the history of Rauanheimo began when the company commenced forwarding and stevedoring at the Port of Hamina.

Experience in transit traffic crucial

Rauanheimo was selected as the main operator in Hamina after the previous operator concentrated their operations in other ports. Solid experience in transit traffic was the principal factor prompting the choice of Rauanheimo. Hamina has long been an important hub in the Russian transit traffic and will remain so far into the future.

“The decision to expand to Hamina was a strategic one for us. It also received and continues to enjoy strong backing from our customers and the port authorities. The port’s modern infrastructure, its location near the Russian border and the cargo flows in southern

Finland offer an excellent framework for logistics. Efficient road and rail links, a dredged fairway, and excellent storage capacity for both unitised and bulk goods are also advantages of the port,” explains Rauanheimo’s managing director Joakim Laxåback.



According to Laxåback, operations in Hamina will be built for the long term. “Although at the moment cargoes mainly comprise bulk products, the aim in the future will be to increase also unitised goods and container traffic. We’ll also

invest in new machinery and equipment when needed,” he says.

Tailored service entities

130-year-old Rauanheimo is a full-service provider of logistics. The company builds seamless transport entities from sea and land transport. Services are tailored to individual

customer needs and the end result is a solution that saves the customer both time and money.

Rauanheimo’s operations cover all port services from stevedoring and forwarding to storage, shipping and transit, land transport and container traffic. Operations are based on a strong culture of customer focus and team work. Stable values have also helped the company to adjust to the changes that have occurred throughout its history and to meet new challenges.

“We’re proud of our personnel’s skills and of our many long-term customer relationships and partners. Our goal is to maintain the same atmosphere of motivation and expertise at the Port of Hamina,” Laxåback stresses.

Oy Backman-Trummer Ab

Teollisuuskatu 1, 65170 Vaasa
PL 49, 65101 Vaasa
Tel.: +358 20 777 1111
Fax: +358 20 777 1150
www.backman-trummer.fi
Forwarding and transport

Oy Blomberg Stevedoring Ab

Rahtitie 1, 65170 Vaasa
Tel.: +358 20 777 1211
Fax: +358 20 777 1231
www.blomberg.fi
Stevedoring and warehousing

BT-Logistore Oy Ab

Lisenssikatku 1, 21100 Naantali
Tel.: +358 2 4338 310
Fax: +358 2 8240 766
www.bt-logistore.fi
Warehousing services

Oy Adolf Lahti Yxpila Ab

Satamatullintie 5, 67900 Kokkola
Tel.: +358 20 777 1300
Fax: +358 20 777 1320
www.adolf-lahti.fi
Mill services and machine rental

Ab Kristinestads Stevedoring Oy

Satama, 64100 Kristiinankaupunki
Tel.: +358 20 777 1281
Fax: +358 20 777 1232
www.kristinestadsstevedoring.fi
Stevedoring and warehousing

Oy M. Rauanheimo Ab

Satamatullintie 5, 67900 Kokkola
PL 254, 67101 Kokkola
Tel.: +358 20 777 1300
Fax: +358 20 777 1320
www.rauanheimo.com
Stevedoring and warehousing

Oy Moonway Ab

Ruissalontie 11, 20200 Turku
Tel.: +358 2 275 4300
Fax: +358 2 275 4311
www.moonway.fi
Transport and forwarding

Stevens Oy

Satamatie 13, 21100 Naantali
Tel.: +358 2 433 8300
Fax: +358 2 433 8340
www.stevens.fi
Stevedoring and warehousing

Talavuo Oy

Ruissalontie 11, 20200 Turku
Tel.: +358 2 275 4300
Fax: +358 2 275 4311
Stevedoring

Vaasa Stevedoring Oy

Reininkatu 3, 65170 Vaasa
Tel.: +358 20 777 1211
www.vaasastevedoring.fi
Renting of equipment and machinery

