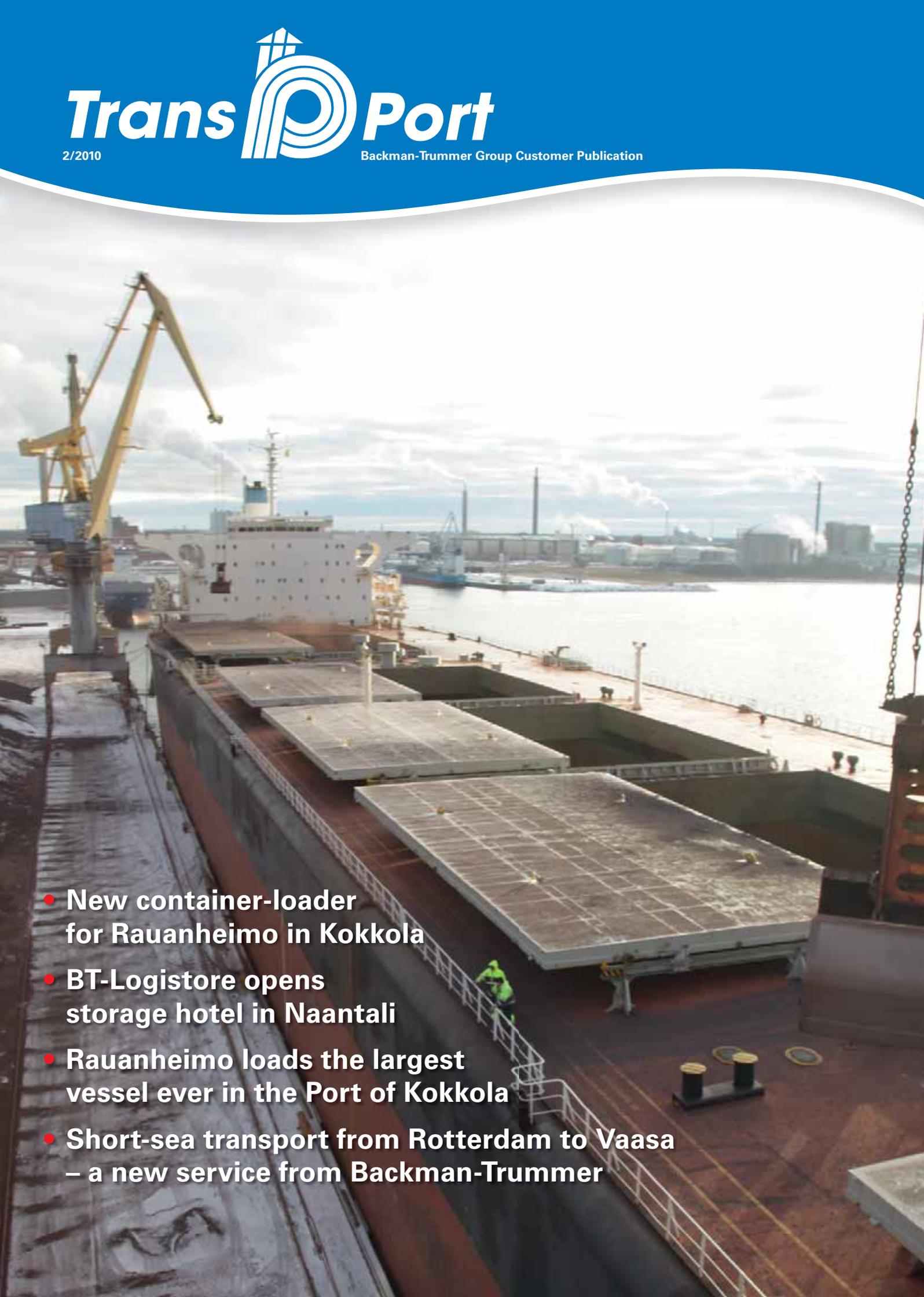


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- **New container-loader for Rauanheimo in Kokkola**
 - **BT-Logistore opens storage hotel in Naantali**
 - **Rauanheimo loads the largest vessel ever in the Port of Kokkola**
 - **Short-sea transport from Rotterdam to Vaasa – a new service from Backman-Trummer**

Port operations – recovery and renewal



The year 2010 has meant a cautious hopefulness on the part of port operators. Transport volumes have begun to increase and operations have picked up. Still, no dramatic turn has taken place, and in the light of current estimates the growth in volumes this year will amount to less than ten per cent. The level of the record year 2008 will not be reached for two or three more years at the earliest. Over the long term, however, growth on the order of two per cent per annum is expected. This is despite the fact that recession has remoulded Finland's production structure and permanently reduced transit traffic to Russia.

The deep recession and the unexpected setbacks at the beginning of this year, including extreme weather and industrial action, have once again demonstrated the vulnerability of foreign trade and the importance of the logistics sector to Finland. In response to these challenges, port operators have also been forced to seek new ways to ensure customer service. At the Backman-Trummer Group, the goal is to expand cooperation with customers to storage services beyond ports. The initial step in this new area was taken in the spring when our subsidiary BT-Logistore Oy Ab opened its first storage hotel in Naantali. This facility, which is designed for stor-

age of unit cargoes, will provide customers with the opportunity to concentrate goods at a single address regardless of the transport company and ensure delivery even under exceptional circumstances. Feedback from the service has been extremely positive, which indicates the existence of wider interest in the concept.

Markku Mäkipere
Managing Director, Stevena Oy
Member of the Board of the Finnish Port Operators Association

A new container-loader increases efficiency at the Port of Kokkola

Oy M. Rauanheimo, which operates at the Port of Kokkola, has introduced a new ultra-modern LoadPlate container-loader. Supplied by the Finnish company Actiw Oy, the loader can handle 20-, 30- and 40-foot containers. It can also be used for handling difficult cargo that is hard to containerize. The investment is part of Rauanheimo's ongoing effort to develop container traffic via the Port of Kokkola.

The new container-loader has been located in the main harbour at Kokkola in connection with railway tracks and covered storage facilities. The loader became operational in August and has been used in loading big bags, steel products and sawn timber into containers.

"Since loads are prepared completely outside the containers, container capacity can be utilized more effectively. Various project loads can be prepared according to customer specifications," explains Henrik Hagström, Rauanheimo's sales manager.



Dozens of containers loaded with the new equipment have been shipped regularly for example on

Merilinja Oy's container feeder vessels the M/S Baltic Sea and M/S Carina, which sail weekly

between Kokkola and Antwerp. From Antwerp, the containers continue on to destinations worldwide.

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.

BT-Logistore opens storage hotel in Naantali



BT-Logistore Oy Ab, Backman-Trummer's new subsidiary, provides warehousing services that are independent of port operations. BT-Logistore has brought the Group an entirely new type of warehousing concept that enables effective storage of a wide range of goods, including small consignments, under dry, clean and controlled conditions. The BT-Logistore concept offers cost-effective interim storage at

hubs where there are large flows of goods. Compared with storage hotels operating on conventional models, it has the advantage of flexibility. Customers can now concentrate their warehousing at a single address, independent of any transport company, and choose their carrier separately. The service also increases the reliability of customers' deliveries in situations where the logistics chain is vulnerable to disruption by natu-

ral conditions or other unexpected events.

BT-Logistore's first storage hotel was opened last spring in Naantali. The facility comprises 3500 square meters of clean, heated space for the storage of unitized goods. There are places for 2000 pallets. Management practices using the latest technology, professional staff, and secure conditions also enable storage of demanding products. In addition

to the handling of entire pallets, the service also includes normal collection and dispatch functions. The building is equipped with a ten-tonne bridge crane for handling large units.

The hotel's first months of operation have revealed an obvious need for customer-oriented warehousing services. BT-Logistore's operations will now be developed further in response to customer feedback.

Rauanheimo loads the largest vessel in the history of the Port of Kokkola



Oy M. Rauanheimo Ab has loaded the largest vessel in the history of the Port of Kokkola. The M/V Golden Huaxin, with a length of 300 metres and a breadth of 45, loaded 128,600 tonnes of

iron ore produced in Russia. Although the vessel has the capacity for 145,000 tonnes, the depth of fairway in the Kvarken Straits placed limitations of its own on the cargo volume.

Built in 1984, the M/V Golden Huaxin is registered in the Caribbean country of Saint Vincent and the Grenadines. Vessels of its size class seldom visit Finnish ports. In fact, the vessel's cargo required

special arrangements on the part of Rauanheimo's experienced personnel.

"Vessels of the Panamax class are generally used in our transit traffic; in Kokkola with the draft of 13 m they can load cargoes ranging from 65,000 to 70,000 tonnes. This year alone we have already loaded some forty vessels of this size class. But our Russian customers would prefer ever larger vessels, especially for iron ore shipments to China and the USA," explains Joakim Laxåback, managing director of Rauanheimo.

"Loading giant vessels like the Golden Huaxin is a real challenge. Thanks to the infrastructure of the port, careful planning, and professional stevedores and supervisors, we were able to exceed expectations. Some 105,000 tonnes of the cargo were loaded at the quay and 23,600 tonnes while the vessel was anchored in the Kvarken Straits, where the fairway is deeper."

Short-sea transport from Rotterdam to Vaasa – a new service from Backman-Trummer



Backman-Trummer are now also offering their customers the alternative of regular year-round short-sea transport from Rotterdam to Vaasa. The route is operated twice a week and provides a cost-effective alternative for cargoes from the Benelux area and the UK to the coast area of the Gulf of Bothnia. It enables transport from the port of departure of unit goods loaded in standard containers or on cassettes without extra unloading and reloading.

The new transport concept is particularly advantageous for import clients with medium-range cargo flows and can also be used for exports. Compared with bulk ships, the advantage lies in the frequency of departures. It's also more competitive than road transport. Cargoes leave Rotterdam for Vaasa on Wednesdays and Sundays and arrive on Mondays or Thursdays. The concept provides customers with smaller one-off outlays; this increases capital turnover and delivery flexibility and allows quick response to the

needs of end-customers. The service entity is supplemented by storage and transport services offered by Backman-Trummer in cooperation with Blomberg Stevedoring. Interim storage is near the end-customer and cargoes can even be unloaded and delivered directly to the customer's silo. Storage in consignment stock is also possible.

The new route has been used successfully in the transport of raw material packed in small and big bags for both plastics and animal feeds. Container feeder transport between Kokkola and Antwerp will continue in the established manner and offers an alternative when tailoring transport solutions to customer needs.

Appointments

Oy M. Rauanheimo Ab

Mattias Finell has been appointed shipping agent at the Port of Kokkola. In addition to ship clearance at the port, he will also take part in customer service and various administrative functions. He was previously a health inspector for the City of Kokkola.

Tytti Toikkanen has been appointed shipping agent on the team responsible for ship clearance at the Ports of Kokkola and Rahja. She will serve as a shipping agent at the port and also take part in customer service. She previously worked in the shipping sector as an export secretary and in ship clearance.

Sami Mäki has been appointed supervisor for port forwarding services and will also be involved in the development and improvement



Mattias Finell

Tytti Toikkanen

Sami Mäki

Oxana Datsyuk

Pauliina Saari

Mika Björklund

of work practices. He previously worked for the building contractor Rakennusliike A. Salonen Oy in Kokkola.

Oxana Datsyuk has been appointed assistant in the department responsible for Russian transit traffic. She previously completed an internship related to her studies at Oy M. Rauanheimo Ab.

Pauliina Saari has been appointed assistant in the department responsible for Russian transit traffic. She previously worked in export sales for Skaala Ikkunat ja Ovet Oy, a manufacturer

of windows and doors, and worked as a teacher of Russian and Finnish.

Backman-Trummer Group – Port and Sea

Mika Björklund has been appointed quality manager for the Port and Sea –business unit in Backman-Trummer Group with responsibility for maintenance and development of quality and operating systems. He will also continue to serve as quality manager at Oy Blomberg Stevedoring Ab.

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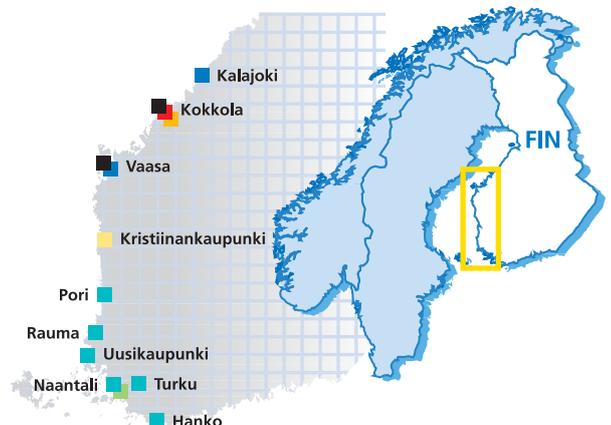
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Renting of equipment and machinery



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