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## Dear Reader

The port operator Talavuo Oy has served Tahkoluoto Harbour in Pori for twenty years. The company was founded in 1993 to unload cargoes of coal for a new coal power plant in

Pori. Coal is still Talavuo's main commodity by volume and cooperation with our oldest customer continues.

The volumes of coal handled at Tahkoluoto vary annually from 1.5 million to 0.150 million tonnes. These large fluctuations are directly related to annual precipitation. Ample precipitation increases the availability of water power and decreases the need for power generated with coal. Variations in the amount of coal are offset by the other import and export products passing through Tahkoluoto, which include ilmenite and iron sulphate. Talavuo has handling contracts for both with a major client in the chemical sector.

Tahkoluoto Harbour also offers excellent opportunities for future development of our operations. A significant advantage is the fairway of 15.3 metres, which means that Tahkoluoto can accommodate, load and unload cape-size vessels. Neither does ice during a normal winter cause

any serious disruption of ship traffic.

Talavuo has been part of the Backman-Trummer Group since 2011 and is now responsible for all Group operations at Tahkoluoto. At peak capacity, we can unload 2300 tonnes per hour and we can load 800 tonnes per hour with a single wheel loader. This makes us one of the most efficient operators in the Baltic Sea region. Also contributing to efficiency is our operating concept, which is based on the 24/7 principle.

We seek to continue our smooth cooperation with the Port of Pori and to improve it further with investment in the latest harbour technology. Our professional, proactive employees have earned us the confidence of our clients with their efforts and made an important contribution to our success.

**Jaja Vuontela**  
Managing Director  
Talavuo Oy

## A growing partnership for Rauanheimo and the steel giant Severstal



The logistics provider and port operator Oy M. Rauanheimo Ab and the Russian steel giant Severstal are expanding their cooperation. The companies have now signed a multi-year agreement covering the transport of iron ore to Finland and its handling at the Port of Kokkola. The agreement covers rail transport of ore from Russia to Kokkola, unloading and storage, and reloading at Kokkola onto ships bound for the markets of the world. Rauanheimo's partners in the

logistics chain are the Port of Kokkola, VR Transpoint, the Russian railway operator RWD Services and its Finnish subsidiary EasyWay Logistics. The agreement is valued at around 105 million euros and it is expected to provide some 100 jobs, over half of which will be in Kokkola.

Rauanheimo has worked with Severstal since 2004. The partnership previously involved ore transport and handling in Finland. The new agreement includes a unique service

The partnership agreement was signed by Managing Director Joakim Laxåback of Rauanheimo (on the left) and Sergei Starodubtsev, head of sales, purchasing and logistics for Severstal.

In back, from the left: Yuri Kim, Managing Director of RWD Services for St Petersburg, Managing Director Petri Leino of EasyWay Logistics, Director Torbjörn Witting of the Port of Kokkola and VR Transpoint Sales Manager Juha Petäjänieni.

concept that also covers leasing of goods wagons from Russia and ore transport to Finland.

"We are proud to be able to continue our cooperation with this long-term customer. The agreement is the result of an extensive process of negotiation and was facilitated by previous cooperation, the competitiveness of the Port of Kokkola and the quality-conscious work of our personnel," explains Managing Director Joakim Laxåback of Rauanheimo.

"As of the first of next year, nearly 600 goods wagons will be in use. Two to four trains will arrive in Kokkola seven days a week. All in all, the agreement comprises annual volumes amounting to millions of tonnes," Laxåback says.

"Today Rauanheimo is Finland's leading port operator in the handling and forwarding of raw materials and Russian transit goods. Our operations are based increasingly on a comprehensive service concept that allows us to offer customised and cost-effective logistic solutions to our clients," Laxåback explains.

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, Oy Adolf Lahti Yxpila Ab, Oy Moonway Ab, Oy M. Rauanheimo Ab, Stevena Oy, Talavuo Oy, and Vaasa Stevedoring Oy.

# Expansion and preparation for new challenges mark the Port of Kalajoki's jubilee year



Key personnel at the Port of Kalajoki: from the left, Head of Security Pekka Hintsala, Port Director Esa Anttio and Port Captain Tytti Toikkanen.

Located on the coast of the Gulf of Bothnia, the Port of Kalajoki has served the industry of its region since 1963. Operations began with exports of sawn timber and have expanded over the years to include the handling of bulk cargoes and unitised goods. Now, during its jubilee year, the Port is preparing to meet the challenges brought by wind energy and nuclear power projects in northern Finland.

## Plans for major investment

The Port of Kalajoki has three piers and 40,000 square metres of storage space in 20 different buildings. Thirteen of the storage facilities are used by the port operator Blomberg Stevedoring. Three of these are owned by the company and ten are leased. Blomberg Stevedoring began to unload raw materials used in feed at Kalajoki in 2007. Since

then, the company has expanded its operations to include export cargoes of grain and horticultural peat and project cargo handling. Another operator handles shipments of sawn timber at Kalajoki.

Port Director Esa Anttio is pleased with the growing volumes of cargo at Kalajoki; they have nearly doubled since 2007 and last year combined exports and imports amounted to 460,000 tonnes. According to Anttio, a long-range plan extending to 2030 will also provide a good base for development of future operations.

"The Port has acquired some 20 hectares of new land areas, which will be used to meet the needs of customers at the rate of 1-2 hectares per year. We will invest continuously in new storage facilities and we have proposed deepening of the fairway from its present 8.5 metres to 10 metres to the Finnish Transport Agency. We are also looking

into the benefits and costs of building a new deep-water pier," Anttio comments.

"Apart from increases in the Port's capacity, improvements in the road network of the region are being considered and the nuclear power company Fennovoima has plans to dredge a 5.5 metre fairway to Pyhäjoki," Anttio says.

## Power plant projects offer considerable potential

New power plant projects in northern Finland will also affect the need for investment at the Port. Some 800 wind power plants are being planned for the coast of the Gulf of Bothnia and they are expected to bring hundreds of cargoes to Kalajoki. A number of these projects are now underway and Blomberg Stevedoring has already begun to handle wind power plant components at the Port of Kalajoki. At present the Port is awaiting a decision on the Pyhäjoki nuclear power plant; implementation would substantially increase volumes of cargo at Kalajoki for years to come.

"The nuclear power plant project would increase volumes especially during the 10-year construction period. During this phase, large volumes of soil, crushed aggregate, broken rock, concrete, steel and components would be hauled to the worksite. After the construction phase the power plant would employ the Port in connection with retrofits, maintenance and possible future expansions," Anttio adds.

Preparations to meet the new challenges are already well underway according to Anttio. "We already have the quality and environmental certificates required for operations and safety systems in the Port area meet international criteria. We have also begun the initial negotiations regarding work with the various parties involved in the nuclear power project," he explains.

## Stevena upgrades its operations in Turku

The port operator Stevena Oy is expanding its operations in Turku. The company seeks to secure its competitiveness and provide adequate capacity for present and new clients. Stevena has operated in Turku since 1989 and this autumn some of the shipping previously handled at Naantali has been moved there.

"The outlook for our operations in the next few years is favourable and we want to make certain that we have the capacity to grow and improve our service in south-western Finland. Although the Port of Naantali has been and will continue to be an important partner for us in the future, the potential for expansion there is limited and would require substantial additional investment," explains Managing Director Markku Mäkipere of Stevena.

Stevena's operations in Turku mainly comprise handling of bulk cargoes such as agricultural products, minerals and recycled materials. The company already owns the



Managing Director Markku Mäkipere expects Stevena to continue its strong presence in both Turku and Naantali.

Aura Bulk warehousing facility in the West Harbour and has a separate project warehouse in the former Wärtsilä factory. There are also plans for increasing warehouse capacity in the future. According to Mäkipere, the infrastructure at Turku is optimal for the needs of Stevena.

"The Port of Turku has an ample number of berths and adequate warehousing facilities

and crane capacity. As the oldest harbour in Finland, it's also well known abroad, which is important when we market our services to potential clients. Our customers in Turku will be served by a dedicated team in the same manner as in Naantali. Considering the prospects for growth in overall traffic, we expect to continue doing a large volume of business in both ports," Mäkipere concludes.

# International container transport requires precision and organizing ability on the part of account managers

The tank-container transport specialist Moonway has operated in Turku since 1994. Foods, chemicals and dry bulk products are brought to Finland in the company's containers. Moonway also handles import and export transport for foreign container operators within Finland. Such operations require precision and organizing ability on the part of the account managers, who direct the logistics.

## Cooperation in both directions

Moonway employs five account managers, each of whom is assigned to work with specific clients. They oversee delivery of import cargoes to end-customers in Finland, arrange the shipping of empty containers for return transport or redirect them for export use. The account managers also see to the documents for cargoes and serve as connecting links between customers, cargo recipients, carriers, loading facilities, shipping companies and ports. Cooperation with foreign container operators works in both directions.

"Our company's containers are mainly used for imports and loading, transporting and shipping are arranged by our local partners abroad," explains Taina Kaasila, who has worked as an account manager at Moonway since 2007.

"Liquid food products such as juices and wines are brought to Finland in our tank

containers and products in powder form in bulk containers. Import containers are directed to various harbours in accordance with the customer's wishes. Carriers are responsible for delivering containers to end-customers and for transporting them back to the harbour. They are key partners for us in Finland," Kaasila reports in describing the container transport chain in Finland.

## Strict quality criteria for cargoes

In addition to her work as an account manager, Taina Kaasila processes requests for tender and serves as Moonway's quality manager. Moonway's process has ISO 9001 certification and SQAS certification for logistics and chemical companies. Account managers are also required to have training related to the transport of products classified as hazardous. Moreover, Finnish weather conditions make their work more demanding.

"The major challenges of my work are related to the transport of cold-sensitive products in winter. It's easier to maintain temperatures within the limits set by customers in electrically heated containers. Some of the containers are heated with steam or a water circulation system, and their temperatures require more careful monitoring," Kaasila explains.

"Timetables are another important challenge,



Moonway Account Managers: from the left, Varpu Simola, Leena Toukala, Juho Makkonen and Minna Immonen. Taina Kaasila is seated.

because customers generally want their products to reach the destination quickly. You've got to make sure that the communication is effective and that the carrier is in the right place at the right time," Kaasila sums up.

## Appointments

### Oy M. Rauanheimo Ab

**Joachim Granholm** has been appointed head of finance and administration. He will be responsible for the financial administration of Oy M. Rauanheimo Ab and its sister company Oy Adolf Lahti Yxpila Ab in Kokkola and Pietarsaari and for information technology and purchasing in the two companies. He previously worked in project and development functions in the Group.

**Anton Holm** has been appointed forwarder. He is mainly responsible for services related to container traffic.



Joachim Granholm



Anton Holm



Peter Hassel



Joel Salmela



Henri Gustafsson



Tom Slotte

**Peter Hassel** has been appointed ship agent with ship clearances at the Port of Kokkola as his main field of responsibility. He previously worked in project functions at Rauanheimo.

**Joel Salmela** has been appointed ship agent with ship clearances at the Port of Kokkola as his main field of responsibility. He previously worked as a supervisor at Rauanheimo.

**Henri Gustafsson** has been appointed forwarder with responsibility for container

and forwarding services and their sales and development. He previously served as a forwarder at Oy Backman-Trummer Ab.

### Oy Blomberg Stevedoring Ab

**Tom Slotte** has been appointed sales manager. His main fields of responsibility are sales and marketing of projects and break bulk traffic.

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