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Dear Reader,

Seven years have elapsed since the first issues of this customer publication. During this time, a surprising amount of change in our operating environment has taken place. In

recent years uncertainty due to the worldwide financial crisis has characterised the markets and had a negative impact on international trade and flows of goods.

Despite the uncertain operating environment, the Backman-Trummer Group has continued to invest in the improvement of operations and competitiveness. We have modernised our warehouse and crane capacity, invested in a new unit goods terminal at Vikby, south of Vaasa, updated the operating systems of port operators and converted to electronic invoicing. We have also worked to make our website more customer-friendly and expanded our offering with new services.

Our efforts have also had the desired result; this is apparent in the growth of volumes and turnover. Last year the Group's port operators achieved an all-time record for cargo handling of 10.6 million tonnes, and Group turnover exceeded 100 million euro for the first time,

amounting to 117 million euro. Growth on the previous year was 20 per cent.

Apart from cost-effectiveness, speed and punctuality, security and quality are also important elements in our delivery chain. We passed an important milestone in this area last year when Oy Backman-Trummer Ab and Oy Blomberg Stevedoring Ab obtained AEO (Authorised Economic Operator) status from the Finnish Customs. For our customers this will mean faster customs clearance and logistics practices throughout the EU.

Hannu Uusi-Pohjola
Managing Director
Oy Backman-Trummer Ab

The Vikby unit goods terminal opens

Operations in Backman-Trummer's new unit goods terminal at Vikby, Korsholm began at the end of March. The terminal provides the company's road and air cargo operations - which are now concentrated entirely at Vikby - with more than 1000 sq. m. of modern facilities. The move to Vikby will also benefit Backman-Trummer's sea cargo and 3P storage services; these will continue at Vaskiluoto, where they will now have extra space at their disposal.

Backman-Trummer acquired the Vikby terminal in the spring of 2013. Before opening, the premises underwent a thorough renovation that included expansion of office and terminal facilities, renewal of energy supply systems and construction of ten loading bays adjacent to the terminal. Security at the building was also improved.

"The premises meet AEO norms and the requirements of Trafi, the Finnish Traffic Safety Agency. Employees need a permit for access to the building and visitors must register. Video recorder surveillance installed in both the terminal area and building also covers all cargo handling from beginning to end," explains Bernt Björkholm, director for cargo operations at Backman-Trummer.



According to Björkholm, the location of the terminal at the junction of the major highways leading west and south from Vaasa is the best possible.

"You save around half an hour in transport time when cargo heading for the ports of southern Finland does not have to go through

the centre of Vaasa to and from Vaskiluoto," he adds.

"The location is also ideal in view of future road links in the region because the planned routes of the future Vaasa bypass and the new harbour highway go past the area," Björkholm states.

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

Forwarding sector veteran Martin Bonn retires

Martin Bonn, the long-time head of Backman-Trummer's air cargo department, retired at the end of April after 41 years of service in the same company. During his long career he witnessed the many changes that took place in the business and was involved in developing the forwarding services of the air cargo department to their present state.

Although Bonn reached his official retirement age two years ago, at that time staying on seemed a reasonable alternative.

"I'm accustomed to setting goals for myself and a 40-year career was one of them. Retiring seemed the natural thing to do at this point in time. It also makes sense because air cargo operations are moving from Vaskiluoto to the new terminal in Vikby, south of Vaasa" he explains.

Career in forwarding the result of coincidences

Martin Bonn's rise to the position of head of air cargo was the result of a couple of coincidences. In 1973 he began work as a ship clearance agent for Lennart Backman. He shared an office with the person responsible for air cargo and substituted for him during holidays. When his colleague assumed other duties in 1980, Bonn began to manage air cargo full-time and continued in that position after Lennart Backman and E. Trummer merged to form Backman-Trummer in 1989.

According to Bonn, a great deal has happened in the forwarding sector during the

past four decades; technology has advanced and the operating environment has evolved.

"The arrival of computer technology at the beginning of the 1980s was a major step forward. Before that, all the documents were prepared on a typewriter and the process ended when the shipment was sent off. Computer technology has been a useful tool; it's enabled us for example to follow the progress of shipments. But this has also necessitated more reporting on shipments and consequently more work," Bonn points out.

"Another major change in the sector took place when Finland joined the EU. As customs procedures were liberalised, there was a shift in internal European cargo traffic towards road transport; air and sea transport dominated for cargoes with destinations outside Europe. The emphasis in our job regarding transports between EU countries also shifted from customs clearance to transport arrangements," Bonn explains.

Retired with plenty to do

Although retiring from full-time work has meant a big change, Bonn says that he has already got used to the idea.

"My work has been interesting and fulfilling; I had the opportunity to take part in building up our company's operations. Although I'll miss much about the job, this was the right time to turn my responsibilities over to the next generation. No one is indispensable nor should work mean everything in a person's life," he says.



Martin Bonn began work in the forwarding sector in 1973.

Bonn doesn't consider more free-time a problem. Family and hobbies will see to that.

"I intend to spend more time with our two daughters and our grandchildren. I also plan to continue hunting and fishing and our house will always keep me occupied. And I'll remain active in a number of organizations, which I've already been doing for some time," he concludes.

Backman-Trummer and Blomberg Stevedoring granted AEO status by the Finnish Customs



Backman-Trummer and Blomberg Stevedoring have been granted AEO (Authorised Economic Operator) status by the Finnish Customs. Authorised Economic Operators are able to offer their customers an even higher standard of service because security related to information and goods meets stringent international criteria.

AEO status is based on the norms of the World Customs Organisation, which seeks to secure and simplify world trade. In Finland, AEO status can be granted to companies that obtain security certification for their customs procedures and logistics from the Finnish Customs. The application process evaluates the operations and risks faced by the company and a comprehensive security management system is drawn up on the basis of the assessment. At Backman-Trummer and Blomberg Stevedoring

adoption of the system required, among other things, introduction of personal identification cards, compulsory registration of visitors, and establishment of a separate information point for truck drivers. For Blomberg Stevedoring this also meant increased camera surveillance in the warehouse area.

"AEO status will significantly simplify customs procedures in the EU area and eventually elsewhere in the world when the EU's objective of multilateral approval for AEO status in trade across its external frontiers has been realised," explains system developer Ilkka Pesonen, who directed the application process at Backman-Trummer.

"For us, security management is now an integral part of everyday operations and will be developed according to the principle of continuous improvement," Pesonen says.

Additional warehouse capacity at Vaskiluoto



Usability, cleanability and a high standard of hygiene were the principal criteria used in planning and implementing the storage facility. All interior surfaces are smooth and the warehouse is equipped with LED lighting.

A new 4,000 square metre storage facility has been completed for Blomberg Stevedoring in Vaasa. Designed for handling bulk products, the facility is divided into 4 sections of 1,000 sq. m; each section accommodates from 2,500 to 3,000 tonnes,

depending on the specific weight of the product. This is just the size of a typical agribulk shipment. The storage facility was completed in February and has been fully used since then, mainly due to increased volumes

of grain exports. In addition to bulk traffic, the new facility also benefits other cargo shipping at the port because it frees up useful space in storage buildings at Vaskiluoto for the needs of growing project traffic.

Appointments

Stevena Oy



Petri Kaijanmäki, M.Sc. (Eng.), has been appointed head of sales with responsibility for sales and customer relations. He previously served in sales and management capacities in the Hacklin Group and has also had long experience in the process industry as head of the environmental products business at Kemira Pigments Oy.

Oy M. Rauanheimo Ab – Port of HaminaKotka Ltd



Olli Parikka, M.Sc. (Econ.), has been appointed regional director. His area of responsibility includes development of operations and sales of services, mainly in south-eastern Finland. He will also take part in the marketing and sale of transit services to Russian customers. He previously served i.a. as sales director and head of international operations at Stevedco Oy.



Tommi Laukka, logistics engineer, has been appointed head of logistics with responsibility for operations, ship clearance and ship chartering. He will also take part in the development, sales and marketing of services. He has 25 years of experience in functions related to charter traffic, harbour operation and ship clearance in the service of UPM Seaways and a number of other international logistics companies.

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