



- Wind turbine deliveries via the Port of Vaasa begin
- OHSAS 18001 certification for Rauanheimo
- Rauanheimo expands in the Port of HaminaKotka



Dear Reader,

Our operating environment is subject to continuous changes that are beyond our control. The economic slump has already challenged Finnish companies for many years. The sulphur directive set to take effect at the beginning of 2015 will also pose challenges

of its own, in particular for Finland's export industry.

The EU's sulphur directive requires significant limits on fuel sulphur content for vessels plying the Baltic Sea, the North Sea, the English Channel and the coast of North America. The directive will have a positive impact on the environment. For ship-owners and international cargo traffic, however, it will mean additional costs. From Finland's perspective, the directive will be especially challenging. In relation to our western markets we are, in fact, an island, and our foreign trade always requires a fair amount of sea transport.

It will probably not be possible for Finland to avoid the cost effects of the sulphur directive, but they can be cut by careful planning. Efficiency can be obtained for example by shifting to larger transport units and intermodal solutions combining a variety of transport modes. Short sea shipping combined with road transport will also

continue to offer a competitive alternative. At present, the prospects for other routes are being investigated - across the Gulf of Bothnia to Umeå and on to Norwegian ports that will not be affected by the sulphur directive or by rail for example to continental Europe.

Backman-Trummer is the largest full-service forwarding company in western Finland. Although our operating model and infrastructure are up to today's challenges, we will continue to invest in our service entity and fine-tune it to meet the needs of the longer term. One example of this is the Vikby unitised goods terminal that was completed in the spring. Its location at the junction of major highways leading from Vaasa to the west and south and future road links will offer efficient transport solutions far into the future.

Bernt Björholm
Director
Oy Backman-Trummer Ab

OHSAS 18001 certification for Rauanheimo

Oy M. Rauanheimo Ab's occupational health and safety system has been granted a certificate according to the OHSAS 18001 standard. The certification applies to Rauanheimo's stevedoring, warehousing, ship clearance and forwarding operations in Kokkola. The certificate was granted by Lloyd's Register Quality Assurance Ltd and is in effect for three years at a time.

The OHSAS 18001 is the world's best known and most common occupational health and work safety standard. It helps organisations to identify and manage significant risk factors related to normal operations and exceptional situations thus preventing accidents and illnesses in advance. The system also helps make occupational health and safety issues part of an organisation's management and everyday operations.

Olav Hansén, head of quality assurance and work safety at Rauanheimo, considers OHSAS 18001 certification an important tool for improving the health and well-being of Rauanheimo's employees.

"Occupational health and work safety management at Rauanheimo has long been of a high standard and certification will make

The certified operating model will make the work of Kokkola harbour personnel even safer

it even more systematic. Now operations will be developed in accordance with an agreed model and the results monitored with various yardsticks," explains Hansén.

"The positive effects of the new operational model are already evident in the fact that the number of working days lost due to illness has been cut by half," Hansén says. According to Hansén, operations will now be developed according to the principle of continuous improvement. "Certification requires evidence of operational quality and the related documents must also be in order. These issues will be evaluated annually with follow-up audits. We also plan to expand certification to include our facility at HaminaKotka," says Hansén in explaining the future steps of the process.



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Editor-in-chief: Taru Gammellgård
Editor: Anneli Frantzen, Impact Communications
Layout: Mikko Luoto, Performer

Oy Backman-Trummer Ab
Teollisuuskatu 1, 65170 Vaasa
P. O. Box 49, 65101 Vaasa, Finland
Tel.: +358 20 777 1111
Fax: +358 20 777 1150
www.backman-trummer.fi

Cover: Unloading of tower components on a transport carrier

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 Group 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, Oy OWR Shipping Ab and Vaasa Stevedoring Oy.

Wind turbine deliveries via the Port of Vaasa begin



In recent years the port operator Oy Blomberg Stevedoring Ab has invested heavily in project cargo handling. To date, major export companies in Vaasa have especially benefited from the opportunities brought by this investment. Now imports destined for wind farms under construction on the coast of the Gulf of Bothnia are also contributing to the increasing volumes.

Component size poses a special challenge

Imports of wind power plant components at Vaskiluoto got under way last year. In early autumn of this year components for five wind power plants at Svalskulla, Närpes, were shipped via the Port. Later this autumn, ten shiploads of components headed for a 16-unit wind farm under construction

at Torkkola, Vähäkyrö, will arrive in Vaasa. Lifting the components and loading them onto transport carriers is the responsibility of Blomberg Stevedoring. According to Sakari Mäki-Fränti, managing director of the company, handling of the wind power plant components places special demands on staff and equipment alike.

“Component size is the main challenge faced in wind power projects. Blades can be 60-70 metres in length and tower elements as long as 40 metres. The components also represent substantial mass; the nacelle of a wind turbine may weigh more than 100 tonnes. The lifting involved with components of this size is extremely demanding and always requires the simultaneous use of two cranes,” explains Mäki-Fränti.

“Despite the degree of difficulty, both lifting

Tower elements can be up to 40 metres in length

and moving proceed smoothly thanks to our staff, who have learned to handle even the most demanding cargoes over the years,” says Mäki-Fränti.

Port resources ready for growth

Growth in project traffic at the Port of Vaasa is the result of joint efforts and investments by the Port Authority, the City of Vaasa and Blomberg Stevedoring. Over the years new, heavy-duty crane and handling equipment has been acquired, new storage capacity has been built at the Port and field areas have been expanded with the requirements of wind power plant projects in mind. Thanks to reinforcement of the bridge to Vaskiluoto last year, heavy unit goods can now be transported to and from the harbour.

According to Sakari Mäki-Fränti, the Port of Vaasa now has the necessary resources. There will also be sufficient demand for the staff's project know-how in the future. For the time being, wind power plant projects in particular will continue to account for a substantial share of the cargoes.

“There's an obvious wind power boom in Finland at the moment. At the end of last year there were 211 wind power plants with a combined capacity of 448 megawatts in our country while new wind power projects accounting for more than 10,000 megawatts have been announced. This will probably mean many more shipments to Vaasa because of the especially large number of new power plants scheduled for construction on the Ostrobothnian coast of the Gulf of Bothnia,” predicts Mäki-Fränti.

The Vähäkyrö wind power park will be one of Finland's largest



When completed, the Torkkola wind power farm at Vähäkyrö will be one of the largest in Finland. Built for EVP Tuulivoima Oy, the project will cost in the neighbourhood of 100 million euros. In all, it will comprise 16 wind power plants with a combined capacity of 52.8 megawatts. Annual production of the wind power park will be equivalent to the energy needed by 10,000 family homes. The wind power plants will be erected in late autumn and the park is scheduled for completion by June 2015.

The wind power plants, which will rise to a height of nearly 200 metres, will be built in a 1000 sq. hectare area. Altogether as much as a million kilos of steel and 1200 truckloads of concrete have been used in their foundations.

Rauanheimo expands in the Port of HaminaKotka



The largest bulk cargo handled at the Port of Hamina comprised 42,000 tonnes of alumina clay. Rauanheimo was responsible for discharging the cargo and reloading it onto railway cars.

A hub for transit traffic

Rauanheimo's decision to expand operations at the Port of HaminaKotka two years ago was based in part on the company's strong expertise in transit traffic. The proximity of the Russian border makes the Port a natural hub for export and import traffic between Finland and Russia. A representative example of the Port's resources was obtained in the autumn when Rauanheimo was contracted to handle the largest single vessel load of all times at the Port of Hamina. It comprised 42,000 tonnes of alumina clay, which was discharged from a vessel and reloaded onto railway cars for further shipment to Russian aluminium mills.

Apart from transit traffic, Rauanheimo's services also suit the raw material and product transport of the region's own industry.

"There is a lot of heavy industry in the vicinity of the Port of HaminaKotka that we can provide with cost-effective logistics solutions. In fact, increased co-operation with these companies is one of our main goals," says Parikka.

Two years ago Oy M. Rauanheimo Ab, part of the Backman-Trummer Group, became a port operator at the Port of HaminaKotka in Hamina. Since then operations have been expanded steadily; now forwarding and stevedoring are also set to begin in Kotka, where the first vessel will in fact be handled during the current autumn. Diverse expertise and properly targeted investments combined with the modern infrastructure of the Port will also create a base for further expansion of operations in the future.

Rauanheimo's own subsidiary will provide new opportunities

Rauanheimo's operations in Hamina got under way at the end of 2012. At the outset, they were the responsibility of personnel from the company's Kokkola facility. In May of this year the company set up a local subsidiary to take charge of forwarding and stevedoring at both harbours of the Port of HaminaKotka.

According to Regional Director Olli Parikka, experience and a broad base of know-how are among Rauanheimo's strengths at HaminaKotka.

"Rauanheimo has long provided strong expertise in bulk cargo and transit traffic. In addition, our organisation also offers professionals in break bulk logistics and chartering. This will allow us to expand operations into new areas," Parikka explains.

According to Parikka, after successful recruitment of employees, resources will be reinforced by investments in real estate, equipment and information technology.

"We are now developing our operations with the long term in mind. We will increase our customer base and prepare for increased growth in volumes in the future. The key to success is customer satisfaction and quality services are the only way we can achieve it," he points out.

Appointments



Oy M. Rauanheimo Ab – Kokkola

Engineer **Sofie Rasmus** has been appointed CRM expert. She will be responsible for analyses of markets and goods flows and related reporting. She will also manage customer data and contracts and take part in the sale and marketing of services. She previously served in sales and CRM functions at Wärtsilä Oyj Abp.

Oy Backman-Trummer Ab
Teollisuuskatu 1, 65170 Vaasa
PO Box 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

Oy Adolf Lahti Yxpila Ab
Satamatullintie 5, 67900 Kokkola
Tel.: +358 20 777 1300
Fax: +358 20 777 1320
www.adolfiahti.fi
Mill services and machine rental

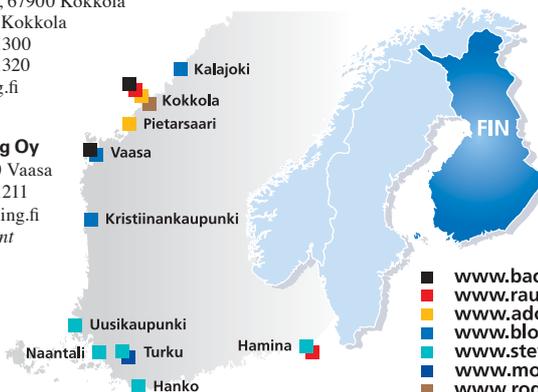
Oy M. Rauanheimo Ab
Satamatullintie 5, 67900 Kokkola
PO Box 254, 67101 Kokkola
Tel.: +358 20 777 1300
Fax: +358 20 777 1320
www.rauanheimo.com
Stevedoring and warehousing

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

Oy OWR Shipping Ab
Outokummuntie 25, 67900 Kokkola
PO Box 602, 67101 Kokkola
Tel.: +358 20 777 1300
Fax: +358 20 777 1320
www.rodenshipping.fi
Stevedoring

Vaasa Stevedoring Oy
Reininkatu 3, 65170 Vaasa
Tel.: +358 20 777 1211
www.vaasastevedoring.fi
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