

# GOODSTORIES

KWH LOGISTICS MAGAZINE FOR CUSTOMERS AND STAKEHOLDERS 1 | 2021



CLOSER COOPERATION BETWEEN TERRAFAME AND RAUANHEIMO  
PEOPLE ENJOY WORKING FOR KWH LOGISTICS  
BLOMBERG KNOWS THE LOGISTICS OF WIND TURBINES  
EFFICIENCY FROM DIGITALISATION



# Dear reader,

When you read this GoodStories customer magazine, it will be almost summer and hopefully the COVID-19 pandemic is starting to become just a memory as the vaccination effort is making good progress and societies return to normal.

The past two years, 2019 and 2020, have seen major investments by KWH Logistics. We have invested heavily in new machines and equipment as well as storage facilities and digitalisation. Digitalisation is hugely important for relaying information and integrating information systems. In the future, information, goods and resources can be put in the right place at the right time even better throughout the supply chain. In addition to the investments above, we have also invested in the amenities for our personnel as well as in training and wellbeing.

A company's most important resource is its staff. Without the loyal and valuable efforts of its staff, it would be difficult for any company to cope with the ever-intensifying competition in the market. KWH Logistics has been able to efficiently make use of the know-how of the entire division's staff as well as share good practices throughout the organisations.

When I retired in the beginning of May, I was happy to hand over the leadership of KWH Logistics to my successor, Joakim Laxåback, who is the long-time Managing Director of Rauanheimo and Adolf Lahti. At the same time, we will add new professionals to strengthen our organisation.

The slightly more than 17 years that I spent working for KWH Logistics have been very interesting and rewarding for me. To conclude, I would like to say a huge thank you to all of our customers, partners and other stakeholders for your excellent cooperation during all these years I have been able to be part of developing competitive logistics solutions with you!

**Hannu Uusi-Pohjola**  
**Newly retired (as of 1.5.21)**  
**Head of Division of KWH Logistics**  
**and Managing Director of Oy Backman-Trummer Ab**



**Publisher:** KWH Logistics  
**Editor-in-Chief:** Markku Mäkipere  
**Editorial board:** Markku Mäkipere, Anna Långbacka, Emilia Nikkilä  
**Layout and texts:** JS Suomi Oy  
**Place of printing:** Offset Ulonen, Tampere  
**Cover image:** Wind farm project in Vaasa / Blomberg Stevedoring / Christoffer Björklund

Address source: The customer register of KWH Logistics.  
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# FLASH NEWS

Photos: KWH Logistics

## KWH FREEZE EXPANDS IN VANTAA

KWH Freeze's cold storage unit in Inkoo, which has served since the 1960s, will be closed. Replacement capacity is being built in Vantaa, Viinikankaari 10. It will have about 6000 m<sup>2</sup> of additional capacity and pallet slots will be increased by 13 000. As in the previous cold storage units, carbon dioxide is used as a refrigerant also in this one. The temperature in the completed storage is about -24 degrees. –Construction work for the cold storage unit began in March 2021 and in February 2022 we will start operating there. The piling of foundations is in full action and the concrete frame will be installed during the summer, says CEO **Peter Lång**.



## HOME RENOVATIONS ARE BOOMING DUE TO THE PANDEMIC

Machine rental company Blomberg Rent is part of KWH Logistics and operates in the Vaasa Region. They offer a wide range of rentals like scaffoldings, construction machinery and equipment to corporate and private customers. Rental supervisor **Markku Hietamäki** says that the past year has been very busy for the rental company and they have gained lots of new customers.

– We have noticed that people have been renovating and building a lot during the past year, says Hietamäki. Blomberg Rent has settled well in their new location at Sahakatu 2 in Vaskiluoto, Vaasa.



## RAUANHEIMO PARTICIPATED IN SEAFOCUS' INTERNATIONAL INTELLIGENCE HUNT

Seafocus arranged their seventh Intelligence Hunt competition where logistics and shipping interested students from universities all over Europe along with mentors are matched with case companies and given real business case assignments. The teams have a few months to work on their cases. The solutions are presented at the finals which were held last year at the Navigate 2020 –fair and this year at the Messe München transport logistics Online conference. Stevena participated in the competition last year together with the port of Naantali, their case assignment was Cargo Flows of Circular Economy and Sustainable Port Operations - Opportunities and Challenges. This year Rauanheimo is participated and their case was about added customer value through utilization of digitalisation in the logistics, forwarding, stevedoring and ship agency operations.







Matthew Benton, Customer Coordinator Laura Peltoniemi from Backman-Trummer and Johan Smedjebacka.

## NAUTOR'S SWAN LOOKED FOR A RESPONSIBLE LOGISTICS PARTNER

**Matthew Benton**, logistics manager at Nautor's Swan, looks out the window at dark skies and wild winds full of snow.

– No one wants to be standing outside in that weather, waiting for a transport that never comes.

Nautor's Swan, located in Jakobstad on the West Coast of Finland, designs and produces luxury sailing yachts that are sailed all over the world. Managing the logistics of boat production is no simple task.

– Our logistics, as a whole, is quite extreme. Not only do we have material of all shapes and sizes coming in, but yachts and spare parts also need to be shipped all around the world, and a large amount of material is shipped to and from our subcontractors, Benton explains. Our production needs to be efficient, and here logistics plays a big role.

### The logistics partner gets a wider role to play

When analysing our logistics operation, it was clear that we need better control. Especially in Finland, where it's mainly general cargo being transported, we wanted to limit our freight forwarders to just a few, but Nautor's Swan wasn't just looking for a main freight forwarder.

– We wanted to find a logistics company that could take on a bigger role, both when it comes to planning, coordinating other carriers, and communicating with the supplier. A partner that could help us with tracking the progress of every supplier and shipment, Benton explains.

Nautor's Swan has a long-standing relationship with

Backman-Trummer and is very happy with the cooperation.

– One of Backman-Trummer's biggest strengths is that they know the countries, the routes and the prices. They're flexible and open in their discussion, always taking into consideration what works best for us at Nautor's Swan, Benton says.

The collaboration is slowly expanding as Nautor's Swan hands over more and more responsibility to Backman-Trummer, who now handles shipments all over Europe.



### THE INTEREST IN COMPLETE LOGISTICS SOLUTIONS IS GROWING.

**Johan Smedjebacka**

*Area Manager, Backman-Trummer*

– There is a lot of competition in the logistics business, which of course affects the rates, but I believe that if we choose to work long-term with one main freight forwarder, it will save us a lot of costs in the end, Benton says. Nowadays, we also do serial production at Nautor's Swan, which changes the way we order and use material. So, the logistics at Nautor's Swan is evolving, and the logistics industry itself is changing, as we're all working towards lowering carbon emissions. This demands a lot of flexibility and reliability from a logistics company, and Backman-Trummer delivers just that, Benton concludes.

## RAUANHEIMO'S NEW TERMINAL HAS RAISED A LOT OF INTEREST

Last fall, Rauanheimo acquired a 26 000 m<sup>2</sup> property in the port of Mussalo. The property that earlier served as a gas pipeline coating facility has now been renovated and modified to a high quality warehouse that is suitable for handling different types of cargo. The goal has been to modify the property to meet the quality standards and the demands of the industry. The heated terminal is equipped with six effective overhead cranes and the ceiling height of the property is up to 12,5 meters. The terminal's own, almost 600 meters long railway connection allows fast and

Niko Orpana with sister company Adolf Lahti's Managing Director Pekka Pöllänen in the new terminal in Mussalo. Picture: Maria Latokartano, Puumies-lehti.



efficient handling of train wagons.

The terminal has raised a lot of interest and most of its capacity is already leased to customer's goods. **Niko Orpana**, Region Director of Rauanheimo Southern Finland, says that the land surrounding the terminal is managed by Rauanheimo so the terminal's capacity can quickly be expanded if needed. It is possible to handle different types of cargo in the export terminal, such as sawn timber and sheet materials.

## ADOLF LAHTI OPENS A NEW WAREHOUSE IN KOKKOLA

We are living in a globally challenging time, also logistically, which is reflected in the demand of exceptional, urgent and increasingly comprehensive logistic solutions. Customers appreciate Adolf Lahti's solution-oriented approach and the capability to respond quickly to both temporary and long-term assignments. Adolf Lahti has several ongoing projects such as the railway terminals loading operations in Akaa and new projects with UPM, Metsä Group and sister company Rauanheimo. In addition to good

Antti Ylitalo standing in front of the new warehouse.



partnerships, these collaborative projects are based on Adolf Lahti's ability to make quick investment decisions. We are also starting our operations in our new warehouse which is located in the immediate presence of the port of Kokkola.

– At the moment we are preparing the warehouse, acquiring necessary machines and recruiting staff, says Project Manager **Antti Ylitalo**. The efficient IT-solutions will also be ready in time for the start-up in June.

## BLOMBERG STEVEDORING INVESTS IN NEW WAREHOUSES

Port operator Blomberg Stevedoring has invested in new warehouses over the past few years to all of their three locations. During the past ten years they have built seven new storage terminals to Kalajoki and the newest one is a Best Hall that was built last year. The storage terminals were mainly built for agribulk products but they are also suitable for other purposes. Last year they also built a slightly bigger Best Hall to Vaasa that has the capacity of four storage terminals

Several storage terminals have been built in Kalajoki.



and has, so to speak, four different storage lockers for agribulk products. They have 20 storage terminals in Vaasa, which have 56 different departments altogether. They store grain, feed raw materials, fertilizers, salt, limestone, chemical products and project goods. In Kristinestad they have two storage terminals where they primarily store grain. Blomberg is capable of making quick decisions also in the future according to the customer demand.





**TOGETHER WITH RAUANHEIMO, WE ARE BUILDING A LOGISTICS CHAIN WHERE PRODUCTS ARE LOADED INTO SHIPPING CONTAINERS ALREADY HERE IN SOTKAMO. WITH THESE ARRANGEMENTS, WE ARE ABLE TO ELIMINATE THE NEED TO HANDLE BATTERY CHEMICALS IN THE INTERMEDIATE STAGES OF THE LOGISTICS CHAIN AND ENSURE THE HIGH QUALITY OF THE PRODUCTS.**



### **Terrafame**

The purpose of Terrafame's operations is to reduce the carbon footprint of traffic with responsibly produced battery chemicals. The company's integrated production, which takes place in a single industrial park, forms a unique and energy-efficient production chain. The battery chemicals produced using this chain have a carbon footprint that is significantly smaller than the industry average. Terrafame Ltd was established in 2015. In 2020, the company's turnover was EUR 338 million, and there were about 2,000 people working at its industrial park, of which over half were employed by contractors and subcontractors. The commercial production of the company's new battery chemicals production plant starts in early summer of 2021. For further information, please contact: Janne Palosaari, Chief Commercial Officer, Terrafame Ltd, tel. +358 (0)20 7130 800 (switchboard). [www.terrafame.fi](http://www.terrafame.fi)





# CLOSER COOPERATION BETWEEN TERRAFAME AND RAUANHEIMO

## THE GROWING POPULARITY OF ELECTRIC CARS AND INCREASING DEMAND FOR BATTERY CHEMICALS IMPOSE NEW REQUIREMENTS FOR TERRAFAME'S LOGISTICS CHAIN.

Terrafame is a Finnish battery chemicals company that also produces zinc and copper. The company's production plants are located in Sotkamo. Over the past decade, the operations of the integrated mine and metals production plant have been expanded significantly as the company has transformed from a mining company to a company that produces speciality chemicals. The growing popularity of electric cars has created significant demand for battery chemicals – nickel and cobalt sulphates – whose production will increase the company's business and turnover. In the future, only a fifth of Terrafame's workforce and funds will be allocated to mining operations as the production of chemicals will play an increasingly important role.

Demand for battery chemicals is predicted to be high in Asia, Europe and America, and efficient transport solutions for both raw materials and end products are vital for Terrafame's operations. Rauanheimo has been the company's logistics partner from the very beginning.

– Rauanheimo is familiar with the handling of mined products from planning to forwarding, which makes it easier for us to manage our raw material and product flows, says **Janne Palosaari**, Terrafame's Chief Commercial Officer. – A financially stable company is able to offer us a wide range of services – including ones that require new investments.

In the beginning, the logistics cooperation focused on the Port of Kokkola, where Rauanheimo is a significant player. Today, Rauanheimo also operates at many other ports. The flow of raw materials and products into and out of ports is developed continuously also together with VR Transpoint.

– Together with Rauanheimo, we are building a logistics chain where products are loaded into shipping containers already here in Sotkamo, says Palosaari. – With these arrangements, we are able to eliminate the need to handle battery chemicals in the intermediate stages of the logistics chain and ensure the high quality of the products.

### Demand for tens of millions of batteries

This year, an estimated 4.6 million electric vehicles will be manufactured around the world, which is an



Janne Palosaari

increase of nearly 50% from 2020. Consumer demand is growing and the batteries of vehicles are becoming more advanced – people want to go further with a single charge. This can be done by increasing the share of nickel in the cathode active material acting as the core of the battery. Batteries and battery materials have earlier been produced mostly in Asia, where many global companies operate. However, European battery production has also seen significant

investments in recent years. Terrafame has enough capacity to produce battery chemicals for the batteries of about one million electric cars annually, which leaves plenty of room for other businesses. Terrafame and Rauanheimo have developed innovative battery chemicals logistics solutions, which can be duplicated and scaled up.

– We are not jealous of our practices and partners. Instead, we want to be part of laying the foundation for a production cluster for battery chemicals and batteries in Europe, Palosaari says.

For example, Finnish Minerals Group is seeking strategic partners for the development of a Finnish battery value chain.

### The smallest carbon footprint in the world

Terrafame provides its customers with responsibly produced battery chemicals that have a transparent and traceable supply chain. What is unique about Terrafame's process is that the mining of battery minerals and the production of battery chemicals happen in the same industrial park. Terrafame's ore deposits allow it to continue its mining and metal production operations for up to 50–60 years. The ore deposits are estimated to last for the next 30 years, which makes it possible to create long-term plans for the business. Occupational safety and environmental security are what is most important. The carbon footprint of nickel sulphate produced in Sotkamo is more than 60% smaller than the industry average.

– Terrafame's nickel production has the smallest carbon footprint in the world, says Palosaari. – This, combined with the unique integrated and traceable production process and operating fully under EU law, is a big deal – there is no one else who is able to offer such a combination.

# PEOPLE ENJOY WORKING FOR KWH LOGISTICS

PEOPLE ENJOY WORKING FOR KWH LOGISTICS THANKS TO GOOD JOB SECURITY, IMPORTANT CUSTOMER RELATIONSHIPS, A DEVELOPING WORK ENVIRONMENT AND GOOD CO-WORKERS.



According to Production Manager Kimmo Satomaa, KWH Logistics is an employer whose name one is happy to tell others.



Stevena's Regional Manager Henrik Sandin is satisfied with the new facilities at Stevena in Hanko.



**Kimmo Satomaa** has worked for Oy Otto Rodén Ab at the Port of Kokkola since 2014. However, he has been gaining relevant experience since 1999, when he started working at the part of the port that is now known as Silverstone Port.

– At the time, I came to work as the supervisor of Kemira's transport department, says Satomaa, who is 44 years old. – The operating environment is still mostly the same, even though my employer has changed and operations have developed over the years.

Thanks to Kemira, the port has considerable experience in the logistics of liquids. Rodén Shipping handles products such as potassium sulphate, which is used in fertilisers, and feed phosphate. Both of these are used as part of the agri-food supply chain. The company's staff has also specialised in dangerous goods, such as sulphuric acid, phosphoric acid and ammonia.

– Generally, stevedores are able to safely handle lorries and loaders, but our stevedores also know how to use pumps and valves, says Satomaa.

### Surprises are tackled with teamwork

These days Satomaa works as a Production Manager and is in charge of the operational level. The responsibilities of a Production Manager include making sure

that the human and machine resources are planned correctly. Satomaa works with customers every day.

– I value our customers and keep in close contact with them, says Satomaa. – This makes it easy to maintain mutual trust.

Satomaa says he does all he can to ensure that customers are happy and there will not be any need to make complaints. This can be done by making sure that the quality of the services is high and by keeping one's word. In merchant shipping, the situation can change very quickly, and usually a single plan will not be enough. A Production Manager will need back-up plans in order to keep their word. The promises Satomaa makes to customers cannot be fulfilled without competent employees, who are the most important resource of the entire company.

– Here at the port, all successes require teamwork, says Satomaa. – Supervisors must know what the goals are and be able to introduce them to the field so that every person is in the right place at the right time doing the right things.

Satomaa says that he is lucky to be able to work for a company under KWH Logistics, which is part of the financially stable KWH Group. The company's operations are developed sensibly and its employees are valued.

In the Western Harbour at the Port of Hanko, KWH Logistics' operations are managed by **Henrik Sandin**, Stevena's Regional Manager. Sandin, who rides his motorcycle to work in the summer, started working at Stevena in Hanko in 2004. Over the years, his duties have changed.

– I started out as a stevedore, Sandin says. – I was then first appointed as a foreman and later as the Regional Manager.

Sandin's work is made easier by the fact that he is familiar with all the operations he manages. If needed, he would still be ready to unload or load vessels. However, there is no need for this, as the company has an excellent group of people working at Stevena.

– We are known for our great delivery reliability even on the other side of the Baltic Sea, says Sandin. – We are efficient, reliable, flexible and highly competent – true top professionals.

### Well-being at work and continuous development

Occupational safety has always played an important role at Stevena in Hanko, and Sandin, 53, has got used to being responsible for both the work and the workers. Over the years, Sandin's attitude has "softened",

and these days he values well-being more than strict discipline. Satisfied employees enjoy working, cope well and do their best. However, order and discipline are also still needed. Sandin's son also works at the port as a foreman.

– The son following his father's footsteps is also a sign of a good workplace, Sandin says.

Sandin praises his employer, who is able to invest in the resources that are needed. At Stevena there have been investments in new machines as well as new facilities, which were opened two years ago. The new information system has also been praised by the field. Instead of needing to take notes on paper, employees can use a tablet to store the information quickly and in the right place.

Stevena handles trailers, cars, roll- and cassette trailers, containers and different kinds of machines in Hanko. COVID-19 slowed things down to some extent in 2020, but this year has already been significantly busier. Sandin values customers.

– Without our customers, we wouldn't be here now, Sandin says. – Our customers are what is most important for us. We are here for them, and if we are able to keep them happy, things will go smoothly.



**DUE TO A SIGNIFICANT NUMBER OF WIND POWER PROJECTS, THE PORT OF VAASA WILL HANDLE A RECORD NUMBER OF WIND TURBINE COMPONENTS IN 2021.**

### **Blomberg Stevedoring**

- Blomberg Stevedoring, established in 1921, acts as a port operator in the ports of Kalajoki, Vaasa and Kristiinankaupunki
- Blomberg has handled wind turbine components since 2012.
- Over the years, Blomberg has handled the logistics of over 400 wind turbines in Vaasa and Kalajoki.
- One wind turbine consists of 12–13 parts, which means that Blomberg has handled a total of about 5,000 components over the years.



# BLOMBERG KNOWS THE LOGISTICS OF WIND TURBINES

## BLOMBERG STEVEDORING HAS CONSIDERABLE EXPERIENCE IN WIND FARM PROJECT SHIPMENTS.

Blomberg Stevedoring is a port operator that serves three ports – Vaasa, Kalajoki and Kristiinankaupunki. In addition to being a significant player in the export and import of bulk goods, the company also handles challenging project cargo.

– Our wide range of services includes the handling of project cargo in ports and warehousing with its supplementary services, says **Tytti Toikkanen**, Blomberg's Local Manager in Kalajoki.

Wind turbine components are a good example of project cargo. Blomberg Stevedoring has handled many wind farm shipments over the years.

– Our staff has extensive experience of project cargo, says Toikkanen. A competent staff that is constantly receiving more training is one of our most important sources of competitive advantage.

In addition to competence, our facilities are also in order. In recent years, Blomberg has invested in machinery and storage facilities at all of its operating locations. The Port of Kalajoki and the Port of Vaasa both have excellent connections to the road network. These connections are also suitable for special transport.

– In addition, we also have excellent partners in the special transport sector. By working with them, we are able to provide services that are tailored to our customers' needs.

### Continuous development and the ability to react quickly

In addition to professional competence, the strengths of Blomberg include the flexibility and agility of its services. Project shipments often involve surprises, but the company is able to quickly react to these surprises. Blomberg is also able to quickly respond to its customers' changing needs. For example, as the content of the flow of goods changes, there will be a need for different kinds of warehouses, which Blomberg has constructed on the basis of demand. As part of the financially stable KWH Logistics business group, Blomberg has the ability to invest in development.

– We can even make major investments if there is clear demand for them, says Toikkanen. We always design our service package on the basis of the



Tytti Toikkanen

customer's needs.

We also use advanced digital solutions in our operations, from the vessel to the quay, the warehouse and onwards.

– Intelligent software brings logic to logistics, Toikkanen says. By using this kind of software, we are able to optimise the use of storage space and the transfer of cargo, which also helps our customers save money.

### A record year for wind farms

Wind turbines have been handled at the Port of Vaasa for over 10 years. The warehousing of wind turbines comes with its own challenges because the components are huge. The blade of a wind turbine can be 80 meters long, and the 150–160-meter towers weigh just under 600 tonnes.

– Warehousing of the components requires good organisation in order for every wind turbine to be warehoused at the same time to fit in the port area, Toikkanen says.

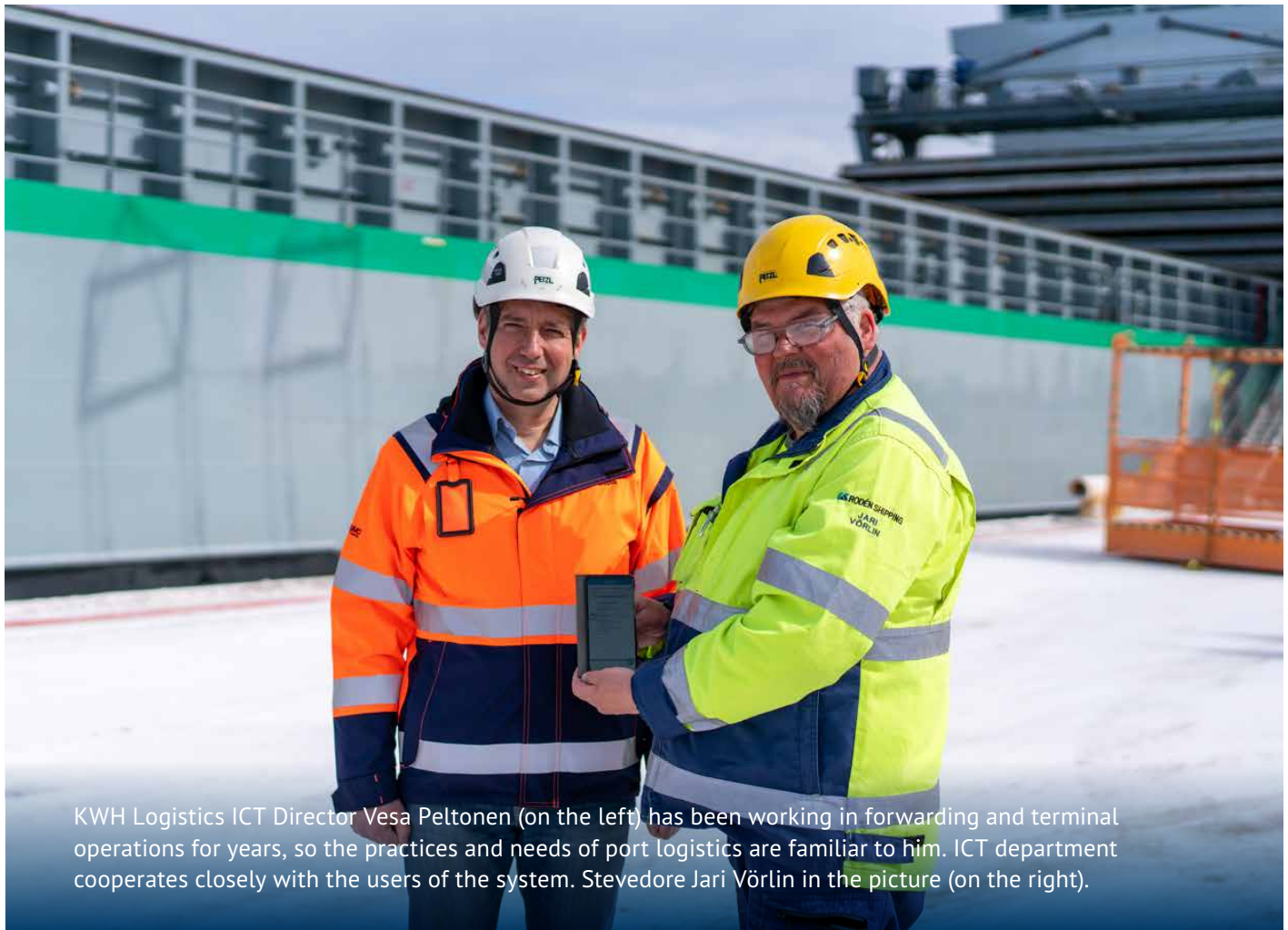
Wind turbines temporarily stored at the port are transported to the installation site when possible. The shipments are seasonal, as the installation of wind turbines requires suitable weather conditions, among other things. This year has been a record busy year when it comes to wind farms.

– This year, we received the first wind turbine components in mid-February and started transporting them in the beginning of April, says **Björn Knutar**, Blomberg's Sales Manager. A total of about 70 wind turbines will arrive to Finland via the Port of Vaasa this year.

In Vaasa, the wind power projects will continue until September, and up to that point vessels with a full load of components will arrive at the port every week. Blomberg will be able to cope with the record volume thanks to its considerable experience and large capacity.



Björn Knutar



KWH Logistics ICT Director Vesa Peltonen (on the left) has been working in forwarding and terminal operations for years, so the practices and needs of port logistics are familiar to him. ICT department cooperates closely with the users of the system. Stevedore Jari Vörilin in the picture (on the right).



Project Manager Hannu Ketola, KWH Logistics (on the right) and the Customer contact person Aki Räsänen, Rauanheimo (on the left) have been the key people in the development of the terminals ERP systems. They have utilized their years of experience of port logistics and systems in the implementation.



# EFFICIENCY FROM DIGITALISATION

**KWH LOGISTICS HAS INVESTED SIGNIFICANTLY IN THE DEVELOPMENT OF DIGITAL SYSTEMS. WE USE DIGITALISATION TO MAKE OUR OPERATIONS MORE EFFICIENT AND OUR CUSTOMERS' EVERYDAY LIVES EASIER.**

KWH Logistics has two approaches to the development of digital systems.

– We have been developing integrations with our customers' ERP systems for some time already, says **Vesa Peltola**, KWH Logistics' Director of ICT and Digitalisation. Our systems communicate with each other even more closely, which makes the receiving, warehousing and shipment of goods more efficient. This makes our customers' everyday lives easier.

Another area we have been working on in recent years is developing our own operational planning. Through this, we seek improved predictability, efficiency and cost savings.

## More interfaces

KWH Logistics cherishes close long-term cooperation with customers, which can be made deeper with the help of interfaces between systems. Right now, we use systems integrated with those of our customers to handle goods such as forest industry products and mining industry products. Thanks to well-planned integrations with customers, things that we want to happen will happen automatically, and the planning and management of the entire logistics chain become more efficient.

– The flow of information between systems is quick and reliable, and the customer will automatically get for example the confirmations they need, Peltola says. This allows both sides to work efficiently.

Thanks to the integration, the customer can get the information they want about products and their shipments easily from their own system. Accurate and up-to-date information is very important for receiving, warehousing, handling and forwarding products.

– Well-functioning systems allow us to make sure that the right products are shipped out at the right time.

The systems integration can be done to the extent desired by the customer. The deeper the integration, the better things will work.

## Planning and monitoring

In addition to carrying out integrations with customers, KWH Logistics also actively develops its own operational planning system. The system contains information about matters such as the tasks carried out

at the port, arriving vessels and their schedules and trains along with their cargo. This information is helpful in the allocation of machine and human resources, also when vessels are behind schedule.

– The idea is that, in the future, the system will show what is really going on in the field, Peltola says. In addition to planning the work, information can also be used to further monitor operations and make them more efficient.

The system tells users what kinds of resources have been used for different tasks. This allows users to also think about the efficiency and costs of the tasks.

## Information is always with you

The new system of KWH Logistics makes communication quicker.

Employees can download an app to their phones that allows them to view their own tasks. The app can also be used for requesting days off, reporting sick leave and sending out overtime work requests. In addition, employers can also submit fault reports for the machines they use.

These reports will be sent in real time to the maintenance system of the repair shop staff so that the required action can be taken.

– This allows the repair shop to receive information about sudden faults from the system in addition to maintenance plans, Peltola says.

Thanks to the system, the information about the fault history and repair costs of machines is stored. This information can then be used for assessing the life cycle of machines and doing cost accounting, which is useful when new investments are being considered.

## The best methods are duplicated

Right now, our goal is to start using the new system, which is being piloted at four ports, at all of the business group's companies and ports. Another one of our goals is to build a virtual model, i.e. a digital twin, that makes different kinds of data analysis possible. With these, it will be possible to compare different vessel loadings, shifts and even ports.

– The most efficient methods can then be duplicated elsewhere, Peltola says. This allows the best practices to be adopted by the entire business group, which benefits all customers of KWH Logistics.



**DIGITALIZATION  
INCREASES  
PROFITABILITY**

## Appointments



### Joakim Laxåback

has been appointed as Head of **Division of KWH Logistics** as of 1.3.2021. He has worked for KWH Group for almost 20 years as Managing Director of several companies. -There are two aspects that especially have fascinated me in the Group for the past years: a long-term focus

and committing to renewal and sustainable development as well as the hard-working motivated and skilled staff. The excellent cooperation between our customers and partners and our strong position in the market are things I want to cherish and develop also in the future. We will continue to provide efficient services within port logistics, industrial services, transport and forwarding services. We are in an ongoing renewal process, and we are continuously developing our operations. KWH Logistics nationwide network is one of our biggest strengths which creates the conditions to offer our customers clever overall logistic solutions. Large cargo flows are very important in this line of business. Volumes are needed so that we can do things cost and energy efficiently as well as sustainably. These are values that also our customers appreciate.



### Tero Kosonen

has been appointed as Managing Director of Rauanheimo as of 1.6.2021. Kosonen will also become a member of the KWH Logistics Management Team. Kosonen comes from VR-Group Ltd, where he has held various positions since 2001. In his latest role as Vice President for Sales

and Marketing, he was responsible for the VR Transpoint center for customer service and sales within rail logistics. He has also served as chairman of the board for a working group for goods transportation between VR and the Russian railways for the Finnish delegation.



### Pekka Pöllänen

has been appointed as Managing Director of Adolf Lahti as of 1.3.2021. Pöllänen will also become a member of the KWH Logistics Management Team. Pöllänen has been working at Adolf Lahti since 2017 as Sales

Director and Regional Director with responsibilities of both sales and marketing as well as the management and development of operational activities within the area of Southern Finland. He has also had a long career at UPM Kymmene Metsä, with various positions within the logistics of wood procurement and the latest as Resource Manager.



### Janne Salonen

has been appointed as Sales and Customer Manager at Stevena as of 1.3.2021. He is responsible for customer relations as well as managing the Customer Service team. Salonen has worked in the company since 2017.



### Niko-Joonas Tuominen

has been appointed as Sales Manager at Jalander Agency Services as of 1.2.2021. In addition to his tasks as a Shipping Agent he is now responsible of developing, selling and marketing virtual services. Tuominen has worked in the company since 2008.



### Tom Haldin

has been appointed as Sales Manager at Rauanheimo Agency Services as of 1.2.2021. In addition to his tasks as a Shipping Agent he is now responsible of developing, selling and marketing virtual services. Haldin has worked in the company since 2018.

Photos: KWH Logistics

## KWH Logistics Key Figures (2020)



Turnover MEUR

**188**



Personnel

**611**



Ship Calls

**2157**



MOVING AND HANDLING GOODS AS WELL AS WAREHOUSING IS AT THE CORE OF OUR BUSINESS. IN ADDITION TO OPERATING IN PORTS, TERMINALS, AND FACTORY AREAS WE HANDLE TRANSPORTS ALL AROUND THE WORLD.

Photos: KWH Logistics

### Port Logistics



We offer stevedoring, forwarding and ship agency services as well as warehousing in 17 Finnish ports. We customize overall and efficient logistics solutions for our customers.

   
   
Stevedoring  


### International Transports



We offer global logistics solutions by all modes of transportation (road, sea, air, container, bulk and project transports). In addition, we handle customs clearance, forwarding and warehousing services.


### Industrial Services



We offer overall and customer-focused logistics machinery services as well as equipment rental. We perform smaller as well as large scale tasks with precision and according to the demands of the customer.

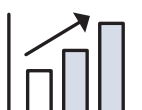
  


### Cold Storage



KWH Freeze is the largest frozen storage provider in Finland. Close to half of the frozen food-stuffs consumed in Finland pass through our warehouses.





Average annual growth

**7%**



Investments MEUR

**55** (IFRS16)



Cargo volume (million tonnes)

**12,8**



**KWH  
LOGISTICS**

**CLEVER OVERALL  
LOGISTICS SOLUTIONS**

[www.kwhlogistics.com](http://www.kwhlogistics.com)