

GOODSTORIES

KWH LOGISTICS MAGAZINE FOR CUSTOMERS AND STAKEHOLDERS 1 | 2023



MANY WAYS OF LIFTING

THE WORK OF A FREIGHT FORWARDER IS INTERNATIONAL

CORNERSTONES OF GOOD COOPERATION

AGREE ON HOW TO ACT AND ACT AS AGREED

Dear readers,

It's good to be back to share our latest news about KWH Logistics. The central theme of this magazine could be summed up in two words; "the future". Despite our long history and experience, we keep our eyes and minds firmly on the years and decades ahead. Today's decisions, customer contracts, recruitment and investment will be with us far into the

future.

We - like our customers - think a lot about the direction in which society, the needs of people and businesses, and the natural world are developing. In almost every article in this magazine, the word sustainability comes up, either directly or between the lines. Is there a risk that sustainability as a ubiquitous buzzword and theme gets overused, and that it might even turn on itself? I think that too often sustainability is seen as something that's thrown in on top of other things, so that the actual purpose gets lost in the background.

So, what does sustainability actually mean? My personal interpretation is that sustainability is the conscience of the company, emerging every day in the daily life of the company and through each employee – with trust and honesty, by looking each other in the eye and without burning any bridges. A sustainable company succeeds without stepping on anyone's toes and achieves its own goals without pursuing its own interests at the expense of others. Not by trampling on the interests of either the natural world or the underprivileged. When a company has a clear business case that genuinely adds value for others, this ambition is achieved perfectly.

A company reflects its employees. In this magazine, two of our fairly recent recruits tell us about their hopes and plans for their work. By providing meaningful work and fair working conditions for our staff, we can help motivate them and also support their personal development. As is our custom, we also present our activities to both new and long-standing clients. From these stories we can also see that efficiency and economy always drive us in making long-term decisions and sustainable choices. By looking to the future in our daily work, we are doing our part to ensure a better tomorrow, as we have done with our customers and partners for more than 140 years.

Happy reading!

Markku Mäkipere
Director of Marketing, KWH Logistics
Managing Director, Stevena Oy, Moonway Oy



Picture: Tommi Paasilaho

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FLASH NEWS

KOKKOLA WORKS

KokkolaWorks is a joint campaign by the city of Kokkola, the Central Ostrobothnia Joint Municipal Authority for Social and Health Services (Soite), and the companies operating in the Kokkola Industrial Park. Its goal is to promote job opportunities and lifestyle in the Kokkola region for everyone. The development and growth of the Kokkola region is also important for KWH Logistics, which participates in the campaign as one of the employers. Central Ostrobothnia is the smallest but spiciest region of Ostrobothnia. The spices include internationality, bilingualism, community, and experiences. The large region has a growing and forward-looking export industry, traditions of and contemporary entrepreneurship, an original and strong cultural life, as well as a great setting for engaging in a wide range of activities.

Picture: KWH Logistics



CLIMATE RESPONSIBILITY THROUGH OFFSETS

Moonway Oy's intermodal container transports of liquid and powdered products is a key part of the supply chain for many of its customers. These transports also generate greenhouse gas emissions, which impact the carbon footprint of the companies that use them, especially with respect to Scope 3 calculation. Moonway now offers its customers the possibility to offset climate emissions arising from transports. Together with climate responsibility specialist NGS Finland Oy, the company has launched an offset project that allows emissions to be offset and monitored on a transport and customer-by-customer basis, and reported annually. In the longer term, emissions from transport will be reduced, for example through new drive-train solutions for the transport process.

Picture: Moonway Oy



10 YEARS ACTIVELY USING ELECTRICITY

Oy Adolf Lahti Yxpila Ab's Liebherr 954 ER material handling machine, which handles the feeding of raw material to the UPM Pietarsaari pulp mill, had a momentous day on 22 March, when the machine completed ten years of active operation. The material handling machine was put into service on 22.3.2013. In ten years' time, a total of 76179 hours have been worked by the machine, or an estimated 21 hours for every day of the year. The material handling machine is powered by electricity and as such the 76179 working hours worked by the electric machine also has a significant impact on the climate. Adolf Lahti's electric powertrain has resulted in around 7 million kilograms less carbon dioxide emissions than an equivalent material handling machine driven by an internal combustion engine. Over the past ten years, the machine has handled around 27 million tonnes of raw wood in Pietarsaari.

Picture: KWH Logistics





The diesel engine and gearbox have been removed from the Scania produced in 2013, and a more efficient electric motor with an automatic gearbox has been installed instead. Energy costs are significantly lower, and the cabin is quiet and smooth.

Picture: KWH Logistics

SENSIBLE ELECTRIFICATION

RAUANHEIMO IS TESTING THE SUITABILITY OF AN ELECTRIC TRUCK FOR ROAD TRAFFIC AND INTRA-PORT TRANSFERS.

KWH Logistics actively develops low-emission operating methods in cooperation with both national and international partners. Rauanheimo is involved in the European Commission's Escalate project and Traficom's national SIX-HOVE project, where the goal is to establish an innovation cluster for electric heavy transport in Finland and to promote the electrification of trucks in Finland. The goals of both projects are strongly combined with the conversion of heavy equipment - the electrification of used trucks and construction machinery.

Pasi Salmela started working as Rauanheimo's operational manager in 2003 and has been serving

as a senior advisor since 2019, working on various projects. Salmela has always wanted Rauanheimo to be among the pioneers of technical development.

- The world is changing, and companies must be able to react to new requirements, Salmela states. In order to keep up with the competition, one should personally participate in the development of new, cost-effective solutions.

The sustainability goals of companies and customers require the use of energy sources in line with sustainable development, and legislation demands increasingly lower-emission methods. Operators who are well prepared for change will have a competitive advantage now and in the future.

ESCALATE

The Escalate project started on January 1, 2023, and it will last for 3.5 years. Heavy vehicles account for about 25% of EU road traffic carbon dioxide emissions and about 6% of total EU emissions. The EU regulation on carbon dioxide emission standards for heavy vehicles requires new, more emission-free solutions to be sought. The Escalate project aims to find technical solutions that enable a combined vehicle with a total weight of at least 40 tonnes to cover a continuous distance of 750 kilometres on a single charge and without additional refuelling of the "range extender" fuel cell. Many Finnish companies are involved in the European Commission's project; In addition to KWH Logistics/Rauanheimo are VTT, Sisu, Valmet Automotive, Kempower and Kuljetus Jylhä Oy.

Profitability must be taken into account

There is a limited supply of electric heavy-duty vehicles on the market. In addition, the price is many times higher than that of a diesel fleet. Converting a used diesel vehicle is significantly more affordable, and it also complies with the principles of sustainable development. At Rauanheimo, the electrification of heavy equipment started two years ago, when a decision was made to enter into a converting cooperation with Keulink Oy and Lielahden Autokeskus Oy. The first Scania G440 4x4 truck was converted for use by the Äänekoski factory service of Oy Adolf Lahti Yxpila Ab.

Even if the conversion is reasonable in terms of costs, the use must also be appropriate. Electrical usage is, of course, not suitable everywhere.

- Many factors affect profitability, Salmela states. For example, the number and capacity of the required vehicles, driving cycles, and the possibilities of the charging infrastructure, as well as the price of electrical energy as a whole should be taken into account.

Currently, heavy electric vehicles are suitable for short journeys in ports and for transportation from the factory to the warehouse. Charging can be sensibly timed with driving, and the areas have already built high-capacity electrical infrastructure. Much more development work, testing, and concept design are needed for long road trips. Rauanheimo has received a lot of positive feedback for its contribution. It is important that users, as well as researchers, are involved in developing future solutions.

- We bring with us the right practical requirements and "field laboratories", says Salmela.

It's the overall picture that counts

Salmela emphasizes the importance of the total process. The vehicle is just one part. Financially profitable and future-proof operation is not possible if the charging infrastructure and maintenance and repair operations are not in order. The latter requires a competent staff. Staff training has always been one of Salmela's priority areas, and the vast majority of Rauanheimo's field staff has completed a professional or specialized vocational qualification through an apprenticeship contract. Continuing education is now offered to electric vehicle maintenance and repair personnel.

- It is important that our own personnel master the electrical technology of heavy equipment and especially related occupational safety issues, Salmela states. Then the entire process is in our own hands and very manageable.

NEW SAWMILL OPERATION IN OULU

JUNNIKKALA AND RAUANHEIMO BEGIN COOPERATION AT THE OULU PORT AND SAWMILL.

At the end of 2022, Junnikkala Oy organized a tender for the logistics functions of the sawmill in Oulu, which is under construction. Based on the competition, Rauanheimo was chosen as the sawmill's product logistics partner with a multi-year contract that includes operations at the sawmill, product transport from the sawmill to the port, and all port services in Oulu. Operations at the sawmill and transport to the port are handled by Adolf Lahti.

- As a partner, we are looking for a company that has the know-how and ability to manage the entire process of the sawmill's product logistics, starting from the end of the production line all the way to international transportation, says **Kalle Junnikkala**, operating manager of Junnikkala Oy. With the selection of Rauanheimo, we will be able to use the service and know-how potential of KWH Logistics in Oulu and throughout Finland. Rauanheimo's desire to develop sawn timber logistics in a customer-oriented and cost-effective manner played an important role in our selection.

Modern and responsible

The Junnikkala production plant to be completed in Laanila, Oulu, will be one of the most modern sawmills in Finland. The role of Rauanheimo and the entirety of KWH Logistics as Junnikkala's long-term logistics partner is an important part of the overall project. With the opening of the Oulu sawmill, the importance of the port of Oulu as a centre of timber will grow significantly.

Rauanheimo, together with Adolf Lahti, uses the latest technology in its service production. Electric forklifts will be purchased for handling the products at the sawmill, and a Mantsinen 200 DER hybrid crane that works mainly on electricity will be purchased for the port. Reducing the carbon footprint and taking the environment into account in all operations also supports the customer sustainability goals. The Oulu port is involved in offering environmentally friendly solutions by electrifying the timber dock.



Picture: KWH Logistics



THE LIFTING CAPACITY OF THE
LARGEST CRANE IN THE NORTHERN
BALTIC SEA IS 208 TONNES.



Blomberg's newest crane, the Liebherr LHM 600, arrived at Vaskiluoto port in December 2022.



KWH LOGISTICS LIFTING CAPACITY

KWH Logistics business group have a significant crane fleet in various locations throughout Finland.

There are a total of five mobile port cranes in use by Blomberg Stevedoring and Rauanheimo.

There are a total of 15 material handling machines in use at ports, operated by Adolf Lahti, Blomberg Stevedoring, Rauanheimo and Stevena. Five of these are Mantsinen 300 and 200 class machines, which are the largest in size.

Adolf Lahti has a total of 24 material handling machines across its different terminals.

Pictures: Christoffer Björklund , Pasi Salminen

MANY WAYS OF LIFTING

THE PORT USE OF CRANES HAS CHANGED AND DIVERSIFIED.

Cranes are known as symbols of cargo ports - their role in transferring cargo between the ship and the dock has been depicted, for example, on road signs. However, the operations in ports have changed, and even the crane symbols on traffic signs are now more depicting history.

The actual crane work in ports is taking place as much as before. In the past, cranes were massive, rail-mounted machines with a fraction of the lifting capacity of today's more agile, precise, and significantly more efficient cranes and material handling machines. Ownership has also changed. In the past, port authorities owned the cranes. Now, this is only the case in individual ports, and operators have themselves acquired cranes and material handling machines that are optimized for their needs. Of the KWH Logistics business group's ports, only the municipal port company in Kokkola owns the cranes.

In the daily operations of the companies providing loading and terminal services in the KWH Logistics group, cranes and material handling machines play a significant role, and substantial investments have been made in them. According to the Best Available Technology (BAT) principle, efforts have been made to acquire the most modern technology, with energy efficiency and low emissions being particularly emphasized. Electric cranes are becoming more common, but energy savings can also be achieved, for example, with pressure accumulator systems that support lifting.

Material handling machines revolutionized the handling of bulk cargoes

At the turn of the millennium, manufacturers, led by the Finnish company Mantsinen, started developing agile, fast, and precise lifting machines for use in ports, on the basis of excavators. KWH Logistics companies boldly invested in this new type of equipment. Blomberg Stevedoring purchased the first Mantsinen to Vaasa already in 1998. Since then, the company's material handling equipment has grown to four machines. The machine type proved its superiority, and its popularity grew. Other manufacturers also got excited, and soon the German company Liebherr introduced its own range of port equipment.

Mantsinen took a leap forward in the 2010s when it further developed its range and introduced its first machine designed specifically for port use from the beginning. Stevena was one of the first forward-thinking investors and acquired a Mantsinen MSK 200 R HybriLift machine for Uusikaupunki in 2010. At the time of its acquisition, the machine was the world's most efficient material handling machine with a lifting capacity of up to 40 tonnes in operational use. Since then, several similar and even larger machines have

been acquired by KWH Logistics - the most recent of which are electrically powered.

Mobile harbour cranes lift big and heavy objects

Material handling machines are fast and agile, but there is also a need for massive port cranes - their range and lifting capacities are in a completely different league. Even mobile harbour cranes can move at speeds of around five kilometres per hour on their hundred wheels within the port area.

Blomberg Stevedoring's most recent purchase is the Liebherr LHM 600 port crane, which was delivered to Vaskiluoto port in Vaasa in December 2022. The crane's lifting capacity is an impressive 208 tonnes, doubling the lifting capacity for the port of Vaasa. The combined lifting of two cranes can now handle loads of up to 300 tonnes. After the delivery, Blomberg Stevedoring has three robust Liebherr port cranes in Vaasa, which are used to handle various heavy industrial project cargoes and wind power components.

Rauanheimo has nine cranes in port use, two of which are mobile port cranes. At the end of 2021, a Gottwald ESP.6 type mobile electric hybrid port crane was purchased for Tornio. Rauanheimo also cooperates closely with Adolf Lahti regarding crane equipment. Adolf Lahti owns the machines and is responsible for their maintenance, but the drivers are stevedorers from Rauanheimo.

Lifting capacity at railyards and terminals

Adolf Lahti Yxpila provides logistics and machinery services to the forestry industry, among others. Although the company lacks heavy lifting equipment, significant investments have been made in smaller-scale material handling machines. Additional equipment has been acquired, for instance, for the handling of railway timber. Working at the factory sites and sawmill plants requires moving around large areas. That is why Adolf Lahti still relies on wheel loaders and log stackers there. On the other hand, in wood terminals and railyards, material handling machines have demonstrated their superiority in loading railcars. Over the past year, Adolf Lahti has started operations in seven wood terminals, each of which has been equipped with material handling machines and backup machines. At the terminals, Adolf Lahti relies on Caterpillar equipment, but Sennebogen and Liebherr machines from Germany have also been acquired alongside these.

Subcontracting is also used in lifting work in small scales. In Pori, Rauanheimo's crane works are mainly carried out by a subcontracting company. Stevena also relies on its long-term partner, Seven Lift Ltd, which carries out most of Stevena's ship unloading and loading work in the ports of Southwest Finland.

THE WORK OF A FREIGHT FORWARDER IS INTERNATIONAL

A COMPETENT FORWARDER ENSURES THAT THE DELIVERY ARRIVES ON TIME.



Backman-Trummer's forwarders Kati Härmälä (left) and Carine Flocco.

Picture: Markus Hästbacka

Learning new things all the time

Carine Flocco from Kokkola has worked for Backman-Trummer as a forwarder for a year. Prior to that, she had time to spend twenty years in the United States and Britain. Flocco returned to her home region with her American husband and three teenage children because Kokkola suits their family's living situation well. In addition to the location, I was especially interested in the international nature of the work, listed in the freight forwarder job advertisement.

- It's nice that after returning to Finland, I can still use my language skills and meet people from all over the world, says Flocco.

Backman-Trummer has both export and import forwarders. Flocco's job is to arrange import transports. Especially short sea transports are commonplace. The tasks include planning and organizing transport and customs clearance. The most important tool is email. It is used to receive customer orders and communicate with suppliers. Everything that is possible to be planned in advance, but almost half of the day is spent working on tasks that can't be prepared for. So, keeping up is important, and in addition to accuracy and care, flexibility is needed. You must be able to react quickly to sudden situations. In addition to language skills, customer service is a plus.

- The customer's wishes and needs must be identified in order to be able to respond to them, Flocco says. For example, the mode of transport is significantly affected by whether the customer prioritizes a quick schedule or the cheapest price.

Flocco praises how time flies by at a versatile job. The best aspects of the job include a good working community and the fact that employees are listened to. The advantage of days working on site is being able to meet colleagues face-to-face, so that help is also nearby if needed. After a year, there is still a lot to learn, and new situations come up almost every day. A business graduate who is interested in continuing education and is completing her master's degree in business administration at the University of Vaasa finds learning new things to be an interesting aspect of her work. Flocco has been able to study, among other things, the maritime transport of dangerous goods. In the future, she wants to continue studying her field even more and perhaps at some point integrate her economics studies into her work.

Flocco, who enjoys exercise, cycles to work when the season permits. In her spare time, she goes jogging and to the gym and enjoys dancing.

- The employer offers incentive benefits, which, in addition to gym passes, I can use to get theatre and concert tickets, Flocco says. I also appreciate the lunch and massage benefits.

Customer-service work

Kati Härmälä had worked in the field of trade for fourteen years, when a change of field started to feel timely in January of last year. Having studied in the UK and worked in Sweden and the Netherlands, Härmälä has always been interested in both international work and logistics, and so the position of freight forwarder that was open in her home region seemed like a suitable solution.

- I enjoy communicating in different languages, says Härmälä. My mother tongue is Swedish, my second native language is Finnish, and since the first day of my working career, I have used English as my working language.

Härmälä works for Backman-Trummer as an export forwarder. She makes sure that shipments moving both by sea and by land arrive at their destination on time. Sea containers are sent all over the world. Trailers move mainly to EU countries, Turkey, and Great Britain. In addition to accuracy and care, a forwarder benefits from having a social nature, because in addition to shipping companies, she is in daily contact with customers.

- I act as the customer's voice in the process, says Härmälä. Customer satisfaction is the most important thing at work.

Härmälä could not imagine when she started as a freight forwarder all that the work would entail.

- I was positively surprised at how versatile the work of a forwarder is, says Härmälä thankfully. The assignment may include, for example, the delivery of a container to Chile. The forwarder handles the collection,

loading and transport of the container to the destination port together with the shipping company and the transport company. Most of the cases, the recipient takes care of transporting the container from the port onwards, but sometimes Härmälä manages the delivery all the way to the destination. The goods to be transported can be anything from raw materials to finished products. Sometimes there is time to take care of the transport in peace, but most of the time there is a rush.

- It is especially the case in road transport that situations may arise where the transport must begin immediately, Härmälä says. Therefore, a forwarder must have the ability to withstand pressure.

One needs to be able to withstand pressure even in constantly changing situations. Advance plans can be renewed, for example, when the shipping company changes its schedules. A systematic approach makes it easier, and, according to Härmälä, a calendar is a forwarder's best friend.

In addition to delivery conditions, the job of a forwarder involves getting to know various documents - such as waybills and export declarations. The industry is changing rapidly, and it is important to stay up to date. Härmälä praises the approach to training taken by her employer.

- My goal is to take on this job well and develop my own skills, says Härmälä. It's easy here, because there are many different training opportunities available.

Härmälä's free time is spent with her husband, two teenage daughters, and taking care of her family home. Her first real summer vacation in ages is coming soon.



**COMMON INTERESTS MAKE
FOR SMOOTH COOPERATION.**



Rauanheimo's Western Finland regional manager Kim Ventin (left) and sales manager Anton Holm and Yara's Lasse Oksanen.



YARA

Yara is the world's leading fertilizer company, supplying mineral fertilizers, industrial chemicals and environmental protection products worldwide. Operating in 60 countries, Yara employs more than 17,000 employees and has sales in more than 160 countries. 30.5 million tonnes of fertilizers and 6.6 million tonnes of industrial products are sold annually. The group's turnover is approximately 11.6 billion USD. The head office is in Oslo. In Finland, Yara produces approximately 1.5 million tonnes of fertilizers and 160,000 tonnes of industrial products annually. www.yara.fi

Pictures: Markus Hästbacka

CORNERSTONES OF GOOD COOPERATION

GOOD COOPERATION REQUIRES FLEXIBILITY, RESPONSIVENESS, SMOOTH COMMUNICATION AND COMMON INTERESTS.

Fertilizer manufacturing has a long tradition in Finland. Yara's Kokkola production facilities produce potassium sulphate and feed phosphate. A phosphate mine also operates next to the Siilinjärvi production unit. Logistics cooperation with Rauanheimo started in 2009.

- Our cooperation started with deliveries iron oxide, says Yara's development manager Lasse Oksanen. 'Later, it was expanded first to supply fertilizers and then apatite.

Previously, fertilizer was mainly delivered from Siilinjärvi via the Saimaa canal.

- The geopolitical situation has now directed these deliveries to Kokkola, Oksanen states. It has increased the importance of Rauanheimo.

It is absolutely important for Siilinjärvi, which is located Finland, that the port connection works. Otherwise, production is quickly blocked. It is not possible to store the products in the factory warehouse, but the supply chain must be smooth, and the goods must move. VR's operation on the connection between Siilinjärvi and Kokkola works well, iron oxide with a train journey along the tracks taking one day. The electrification of the track, which will be completed next year, will further increase both efficiency and operational reliability, as well as zero emissions.

Developing cooperation

The cooperation between Yara and KWH Logistics has started with small volumes and has grown over the years. Today, Rauanheimo also manages Yara's ad hoc operations in the port of Mussalo in Kotka. Yara also cooperates with Stevena in Uusikaupunki. In addition to Rauanheimo, a partner in Kokkola is Otto Rodén, who handles the export and import functions of the Kokkola factory. Rauanheimo, on the other hand, takes care of the unloading of goods arriving by train from Siilinjärvi at the port of Kokkola, first to the warehouse and from there to the ships. Iron oxide is delivered to the Far East along with smaller quantities to Europe. Fertilizers are delivered to the Baltic Sea basin area and apatite to Yara's other production facilities. The material flow also goes in the other direction, when the necessary

raw materials – mainly potassium salt – are brought to the harbour and delivered further to Siilinjärvi.

The partner must be able to process the handling of Yara's products. It is Rauanheimo's responsibility that the products are in a condition to be delivered and that, for example, contamination or wetting does not occur. The handling of fertilizers in particular requires expertise. Products are screened before loading to make sure things are even and flowing.

- The level of service we have received has been good, says Oksanen thankfully. It is important because our internal customers demand high quality from the products.

Responsiveness is needed

Rauanheimo and the Kokkola port authority have made investments in the Kokkola port, thanks to which the storage and deliveries of fertilizers and apatite have been managed with high quality.

- It is important that a partner has the capacity to invest and share costs, states Oksanen. This is how both businesses grow. This has always been understood at Rauanheimo, and the projects have received management support.

Flexibility is also needed. World market prices have a significant impact, especially on the demand for cast iron, which may vary drastically. It is important that the logistics partner has the ability to react. It is also needed in everyday situations. Oksanen appreciates the simplicity of communication.

- You can go straight to the point with the operators of KWH Logistics. We look for solutions together - not problems.

Oksanen is thankful for the open dialogue with such people as Joakim Laxåback, Rauanheimo's former managing director. Now the contact persons at both Yara and Rauanheimo have changed, as Laxåback has moved to the management of the KWH Logistics business group and Oksanen from operational

management to development tasks. The Norwegian Trond Tvedt currently works in his place.

- Good cooperation has continued at all levels of the operation, despite the change of personnel, Oksanen states. Because we share the same goals, it has always been easy to find common ground.



Lasse Oksanen, who moved from operational management to development tasks, wants to thank the partners of KWH Logistics for the good cooperation.



AGREE ON HOW TO ACT AND ACT AS AGREED

SYSTEMATIC APPROACH, ANTICIPATION, CONTINUOUS IMPROVEMENT AND LEARNING FROM OTHERS FORM A GOOD FOUNDATION FOR SUSTAINABILITY WORK.

KWH Logistics' ESQ director **Petri Lehtipuu** develops the business group's environmental, safety, and quality thinking. In his opinion, ESQ (Environment, Safety, Quality) should not be seen as overly complicated. Clear goals and objectives make the activity straightforward and instead of being theoretical, it becomes a natural part of everyday work.

- First of all, management must be systematic, states Lehtipuu. It means that things are done planned and consciously, according to the agreed model. It is also important that all parties know why things are done in a certain way.

Another aspect of responsibility consists of external requirements. In addition to internal drive, both customers and society require responsibility from operations, which can be measured and monitored. This requires a lot of forethought.

Thirdly, Lehtipuu emphasizes continuous improvement. Operations change and develop, and responsible thinking must also be kept up to date. For example, occupational safety must be continuously developed.

From one industry to another

Last year, KWH Logistics joined the Finnish Quality Association (Suomen Laatu yhdistys ry) as a member. The association aims to promote quality management and quality control and provides its members with opportunities to learn from national and international leading companies and other organizations. According to Lehtipuu, benchmarking with other industries is particularly useful.

- It is natural for a logistics operator to visit, for example, ports operated by others, but in the development of new operating models, getting to know a completely different industry can give much more, he states.

According to Lehtipuu, the bar rises higher at the same time. When an industry focused on a certain subject area presents its innovations, you can get completely new thinking and a fresh long-term vision for your own operations. In addition, it is easier to provide information to a company operating in a different industry than, for example, to a competitor. In a small country the size of Finland, sharing good practices benefits the competitiveness of the entire country.



THERE ARE MANY FACTORS ASSOCIATED WITH RESPONSIBLE BUSINESS PRACTICES, BUT IT DOESN'T HAVE TO BE COMPLICATED.

Internal cooperation

Of course, one can also learn a lot from companies in your own industry, and KWH Logistics companies can look for good practices from their sister companies or from other companies in the KWH group.

- For example, there are constantly new requirements set by both customers and directives for responsible reporting, and it is worthwhile to develop effective documentation models together. Arranging visits within our own company is easy, and internal cooperation will be further developed in the future.

Investment is made in learning from others and borrowing as well as in efficient sharing of information, for example through more active internal auditing work in the future.

- The number of people conducting internal audits will be increased, and there will be an emphasis on their training, says Lehtipuu. With a sufficiently large pool of internal auditors, it is ensured that no one will be too burdened by ESQ work.

Digitization also plays an important role in the development of sustainability work.

- Digitization increases the speed and reliability of data processing, and it can be used to automate refuelling systems and calculate the amount of carbon dioxide emissions, among other things.

The best outcome in sustainability work also comes from combining the expertise of multiple people.



Petri Lehtipuu

has been appointed ESQ Director of **KWH Logistics** from 1 January 2023. He will also become a member of the management team of the KWH Logistics business group and will report to the business group manager. Lehtipuu has previously worked as a senior expert at Excellence Finland and even then managed the customer relations of KWH Logistics. Lehtipuu has also worked as CEO of Novetos Oy, marketing manager of Insta Oy, export manager of Euroshield Oy and quality manager of Evox Rifa Oy.



Janne Kuorikoski

has been appointed as key account manager for **Adolf Lahti** starting from April 11, 2023. Kuorikoski has extensive experience in various managerial and development positions in the industry, including Accon Suomi Oy and Componenta Pietarsaari Oy. One of Kuorikoski's responsibilities is to act as a contact person between Rauanheimo and Adolf Lahti's machine service. The workplace is located in Kokkola, but he will work nationwide in the position. Kuorikoski will also join Adolf Lahti's management team.



Tapani Tolonen

has been appointed as **Rauanheimo's** regional manager of Southern Finland. Tolonen will be joining Rauanheimo from his previous role as the South-Eastern Finland regional manager at VR Transpoint, and he also has experience in port operations. Tolonen will begin his new role no later than June 1, 2023.



Päivi Kaas

was selected for the position of internal communications specialist at **KWH Logistics**, starting from November 21, 2022. Previously, Kaas has worked in similar positions at OK Perintä as a service advisor and HRD assistant. Kaas resides in Kokkola and will be working as part of the HR team.

Pictures: KWH Logistics

KWH Logistics Key Figures (2022)



KWH LOGISTICS

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.

Pictures: 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.

 **RAUANHEIMO**

 **STEVENA**

 **BLOMBERG**
Stevedoring

 **JALANDER**

 **RODÉN SHIPPING**

Industrial Services



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