

GoodStories

KWH Logistics Magazine | 2026

KWH LOGISTICS

New company structure,
clear common direction

GALEA SHIPPING

Do your work and
let others sleep

PORT OF HAMINAKOTKA

Partnership towards
sustainable port operations

VR TRANSPORT

Connected by
tracks

CONTENTS 2026

PEOPLE IN EVERYDAY LOGISTICS

- 04 A driver's daily work at a bustling industrial area
- 06 **Stevena Hanko** – a team whose work can be seen and heard
- 08 Björn Knutar, new CEO of **Blomberg Stevedorin**
- 26 **Galea Shipping** – Do your work so others can sleep
- 30 **The ICT team** as the driving force behind logistics

CUSTOMER STORIES & PARTNERSHIPS

- 10 **VR Transpoint** – Connected by tracks
- 13 The power of partnership in global liquid logistics – **Moonway & PBLA**
- 14 **Port of HaminaKotka** – Partnering towards sustainable port operations
- 22 Strong personal risk management as part of a company's overall risk management – **LähiTapiola Mutual Insurance Company & KWH Logistics**
- 32 **Building the future of the industry** – cooperation with educational institutions

DEVELOPMENT, INVESTMENTS & SOLUTIONS

- 12 Digital services are being renewed – **Backman-Trummer**
- 16 Mussalo's new sulphur terminal commissioned – **Rauanheimo**
- 18 Electrification is taking machinery services into a new era – **Adolf Lahti**
- 28 **KWH Logistics** – A new corporate structure and a clear, shared direction
- 29 **Port operations expand into Sweden**



PHENOMENA & THE FUTURE

- 20 **Guest column:** When the logistics chain breaks
- 21 **What if...?** – Disruptions in the supply chain
- 25 A year full of movement and progress
- 34 **Q&A** – Experts answer



2025 KWH LOGISTICS KEY FIGURES



Turnover MEUR
150,8



Investments MEUR
30,8



Personnel
600



Net Promoter Score (NPS)
64



Ship calls
1 999



Cargo volume (million tonnes)
11,9

GoodStories

Publisher: KWH Logistics | **Editor-in-Chief:** Hannele Salonen | **Editorial board:** Markku Mäkipere, Anna Långbacka, Henna Nurmi, Hannele Salonen | **Layout:** Mainostoimisto Ilme Oy | **Place of printing:** Kirjapaino Markprint Oy | **Paper:** G-Print 130g, Cover: Silk 250g | **Cover image:** Mainostoimisto Ilme Oy | **Address source:** The customer register of KWH Logistics. If you do not want to receive this mail in the future, please contact marketing@kwhlogistics.com.



Editorial

Together we keep logistics chains moving

LOGISTICS IS AN INDUSTRY in which few things are achieved alone. Every smooth delivery, vessel departing on schedule or functioning transport chain is the result of collaboration between many parties – often something that remains invisible when all is going well. In this magazine, we pause to look at that invisible force: the networks and partnerships that keep logistics on the move, even when the environment is anything but predictable.

Recent years have shown us just how quickly circumstances can change. Geopolitics, energy solutions, climate issues and technological transformation have a direct impact on logistics. Predictability has declined, while the ability to react, adapt and look at the big picture has become more important. In such situations, strong networks are not just a competitive advantage, they are a prerequisite for business continuity.

True partnership does not come from a contract, but from day-to-day work. It is built on trust, open communication and a shared understanding of where we are headed. In logistics, this means practical cooperation in ports, terminals, train networks, control centres and other places where decisions are often made quickly and situations change constantly. When the parties know each other and there are clear common operating models, the entire chain is also more resilient to disruptions.

No single mode of transport, technology or operator can solve logistics challenges alone. Genuine efficiency comes from how the different parts complement each other. Therefore, partnership is also

about continuous learning: the ability to listen, to develop and sometimes to change habits. It is also a reminder that logistics is above all human work, expertise, experience and situational awareness that cannot be fully automated.

The logistics of the future will be increasingly based on sustainability, security and information. These themes also highlight the importance of networks. Shared goals, shared data and open development efforts create solutions that serve the whole chain and ultimately the customer and society at large.

This magazine brings together stories of people, cooperation and everyday life at the heart of logistics. They show that even though the world around us is changing, one thing remains the same: nothing moves without effective cooperation. By keeping logistics chains on the move together, we are building the foundations for a sustainable and competitive future.

Johan Smedjebacka
Director, Freight Forwarding
Backman-Trummer



“The logistics of the future are built on responsibility, safety, and shared information – and it is precisely in these areas that the strength of networks becomes even more evident.”

A DRIVER'S DAY-TO-DAY LIFE AT A BUSTLING INDUSTRIAL AREA

“Up to four different work sites can fit into a single day – that’s exactly what makes the job meaningful.”

At the industrial area in Kokkola, every morning begins with a familiar rhythm. With more than two decades of experience, driver Jarkko Härmälä’s career shows how expertise, cooperation and continuous learning keep the port in motion.

Mornings in the Kokkola industrial area have their own precise pace, and Jarkko Härmälä, driver at Adolf Lahti, knows that success only comes from seamless cooperation between people. In slightly over two decades, Jarkko has worked his way from manual stevedore shifts and varied mechanical work to his current role as a driver. A significant part of this time, 15 years, was spent at Rauanheimo. Since 2024, he has been an Adolf Lahti employee, and thanks to his experience, he can be seen in a variety of mechanical tasks at sites – where his skills are needed the most. Jarkko has also recently completed a specialist vocational

qualification in management, which is clear indicator that learning and development never stop.

A driver’s job involves being constantly on the move

Although his tasks have changed over the years, one thing has remained the same: the ability to see everyday life from the field level. Jarkko started his career in the early 2000s as a manual stevedore, gradually moving to machines and learning to understand the pace of the site and an driver’s responsibility step by step, just as the old culture taught him. Nowadays, mechanisation, occupational safety

and sustainability have taken giant leaps forward, but Jarkko believes that the same principle still applies. “When you know the work practices, you can drive a machine more safely and smoothly,” Jarkko says.

Over the years, Jarkko has worked in a wide variety of jobs, and often his work may have included up to four different sites in a day. Two decades of work are filled with the most incredible stories, coloured by port personalities who have already become legendary, and with the most incredible coincidences. One of the most memorable experiences was his first experience of the more demanding flow of goods on a timber ship with old-school co-worker Jouni Hulkko. “The orders for timber going to the ship were clear and cooperation was almost seamless, even though I was nervous at first,” Jarkko laughs. It was moments like these that taught him the importance of reading the site, the hand signals and the people around. It is this versatility that motivates Jarkko the most in

his work. – “It’s great to be part of a chain that builds opportunities and operations for big customer accounts practically every moment,” Jarkko says.

People are the most important strength

For Jarkko, partnership at work means that everyone understands their role, respects each other’s expertise and builds solutions together. That is why he also encourages newcomers to take their first steps with humility: to watch, learn and listen to those who have been working there for decades. “Here, you don’t act cockily. First, you look at, learn from and respect the older employees who were loading ships even when many were a mere twinkle in their father’s eye,” Jarkko says. Jarkko’s story is an example of a career built on expertise, the right attitude and the desire to develop. And, above all, a reminder that no matter how large the port machines get or how busy the sites are, the most important strength is still people.



A TEAM WHOSE WORK CAN BE SEEN AND HEARD FAR AND WIDE

Real drive and action from Tobias Fyrqvist, Johan Toivari, and Henrik Sandin.

The Stevena Hanko team is known for its solid expertise, flexibility and good spirit

Regional Manager **Henrik “Henka” Sandin** puts it bluntly: “I am proud to say that we have an exceptionally efficient and reliable team. Everyone here is to thank for that.”

In Hanko, there are two people working in the office and more than twenty stevedores and a number of temporary workers in the port. Everyday operations runs in close cooperation: supervisors, stevedores, ship clearance and customer service follow the same pace, with a clear common goal in mind.

Good team spirit is the basis for success

Tobias Fyrqvist works as a “number ten”, a supervisor involved in the work, in the Hanko unit. He is responsible for planning shifts and managing stevedoring. The day often starts with staffing: ensuring that the right number of people for the next day’s vessel. At the same time, the other “number ten” on duty is in charge of unloading and loading the ship currently in port.

“There is a lot of interpersonal work. You have to be able to divide tasks so that the work is smooth and of high quality, while respecting each worker as an individual. We know each other well and that helps enormously,” Tobias says.

Henry stresses how important Tobias is: “Tobias has a knack for creating a good spirit on the shift and making sure everything works.”

Johan Toivari, who works in ship clearance and customer service, nods:

“The role involves extensive people work. Tasks need to be allocated so that work flows smoothly and maintains high quality, while still taking each individual into account.”

“His experience and leadership style are evident every day, always to the benefit of the team and the customer.”

Tobias also wants to pass on the thanks: “This is a team effort. Success is achieved together.”

Open communication keeps everything moving

The flow of information within the team is based on a continuous dialogue. Accurate and concise information constantly passes through radio traffic, and the necessary solutions are made quickly. The same openness and straightforwardness is used in communication to customers.

Every day, good cooperation is reflected in concrete results.

“The schedules of delayed ships have often been made up for by prompt and accurate work. It has attracted praise and amazement from customers. We have a reputation for being effective, far and wide,” says Johan.

Pride in the work and a can-do attitude

At Stevena Hanko, the emphasis is on expertise, team spirit and mutual trust.

“Good work is fun to do, especially together.”

The team’s motivation is boosted by modern equipment and good working conditions. The facilities completed in 2019, right next to the port, are still a source of great joy. There has also been a lot of investment in machinery; good equipment is a pleasure to work with.

The team in Hanko also reflects the culture of KWH Logistics Group as a whole.

“Being family-owned is reflected in everyday life. We are like one big family,” Tobias says.

The team sends a clear message to the outside world: they do their job with a good efficiency and pride.

“We welcome visitors to see how we work here. We fly our flag high.”



Björn Knutar (left) will continue as CEO of Blomberg Stevedoring, succeeding Bernt Björkholm.

There is always a solution

Björn Knutar became the Managing Director of Blomberg Stevedoring in autumn 2025 after serving as a Sales Director. More than 30 years in logistics and customer service have taught him that success comes from people, partnerships and the courage to evolve.

BJÖRN KNUTAR has seen the transformation of the logistics industry up close. He had a career of more than 20 years at Finnair in managerial positions in international ground service, and he has worked for Wasa Line and KWH Group's Mirka. He joined Blomberg Stevedoring five years ago as a sales manager. For the last two years until September 2025, he was Sales Director, when he took over as Managing Director.

"It's great to be able to lead a company that is at an excellent stage of development. We have great employees and a strong customer base – it's a good foundation to build on," Knutar says.

Blomberg Stevedoring combines strong experience with a modern solu-

tion-oriented approach. The company handles a wide range of cargoes, from wind turbine components to steel, bulk products and sawn timber, and it operates in several ports throughout Finland. "Never say no. There's always a solution," Knutar says.

In his new role, Björn's focus will be on three things in particular: personnel wellbeing and expertise, strengthening customer relationships, and continuous improvement in quality excellence. "Of course, I also want to be involved in sales and sales support. – It's a labour of love," he says.

Growth will be sought in project business and through increasingly close cooperation with other KWH Logistics

companies. According to Knutar, partnerships and networks are at the core of business today: "A genuine partnership is a two-way street, it has to deliver value for both parties. One cannot prosper without networks, we live off them."

Björn also thinks that sustainability and technological developments are opening up new opportunities in port operations. Carbon neutrality targets are changing the machine and equipment fleet, artificial intelligence and digitalisation are making processes more efficient, but skilled employees will always be needed. "We have a good mix of experienced people and new young talent. This is a strength," Knutar says.

His own management style is coaching-oriented. "You have to listen to those who do – the professionals know. A balance between freedom and responsibility is important. Making mistakes must be allowed – you learn from them and you improve."

Knutar's aim is to ensure that Blomberg remains a flexible, high-quality and competent partner in the eyes of its customers for years to come. "We have a tremendous team of talent and strong partners. Together, we will achieve success," he says.

A PORT BEING DEVELOPED FOR THE FUTURE

The port of Kristiinankaupunki has come a long way from a small pier in the inner harbour to Blomberg Stevedoring's strategic growth platform. Blomberg Stevedoring, part of the KWH Logistics business group, acquired the Karhusaari port facility from Pohjolan Voima-Lämpövoima Oy in August 2023. The acquisition was a natural continuation of the long-standing activities of the company and its predecessor, Kristinestads Stevedoring, in the area. Operations have taken place at Karhusaari for decades, and before that in the inner harbour of Kristiinankaupunki since the 1950s.

The development has proceeded in stages, from the first cooperation arrangements with PVO to Blomberg Stevedoring now owning the entire port area – approximately a total of around 37 hectares with buildings, warehouses and more – and there is still enough space for future investments.

The port's strengths speak for themselves

The strengths of the port are clear. A 12-metre-deep fairway leads to the port, allowing the arrival of

vessels up to 210 metres long and 31 metres wide. The area also features infrastructure built for heavy transport and a direct connection to main road 8 without thoroughfare restrictions.

"This makes the area ideal especially for wind power and project transports, for which Blomberg Stevedoring is currently preparing new expansions," says Björn Knutar, Managing Director of Blomberg Stevedoring.

The City of Kristiinankaupunki is also heavily involved in the development of the port. The city's open and solution-oriented cooperation has helped the port to grow, attract new projects and prepare for future industrial investments, such as the planned methanol plant.

Flexible, strong and ready for growth

Blomberg Stevedoring sees exceptional potential in the port. The company's flexible operating model, growing resources and services adapted to customer needs form the basis on which the port of the future is being built. The large areas of land, strong infrastructure and ability to customise operations for the possibility to customise activities to specific projects give the port a competitive advantage that few other ports can offer. Together with the city, Blomberg Stevedoring is developing the port for the long term. The aim is to create a modern and efficient logistics centre that is driven by customer needs.

The port of Kristiinankaupunki can be summed up in three words: potential, flexible, forward-looking.



Connected by tracks

Rail transport is the backbone of Finnish logistics. The cooperation between VR and KWH Logistics ranges from ports and terminals to transport solutions for the manufacturing industry. The shared goal is clear: efficient, safe and sustainable logistics.

When **Eljas Koistinen**, SVP Logistics at VR, talks about the partnership, a practical approach is evident.

“Our cooperation with KWH Logistics is both extensive and close-knit. We serve the same customers, and together we develop solutions that make the whole transport chain more efficient, and above all, safer. This is our number one common theme,” Koistinen says.

There are many common interfaces: ports, terminals, machine services and freight forwarding. “We complement each other in different areas. Cooperation with some KWH Logistics companies, such as Rauanheimo and Adolf Lahti, is particularly close. However, at the heart of it all is always the same goal: to find the best solutions for customers.”

Rail transport keeps Finland on the move

Railways are the lifeblood of Finland's exports and imports. “In Finland, rail transport accounts for more than 23 percent of logistics, compared to an EU average of around 12 percent. Railways are particularly important for the transport of industrial raw mate-

rials and export products. Ports are an important link and meeting point in this chain,” says Koistinen.

The advantages of rail transport include high transport volumes, energy efficiency and low emissions. “Currently, 86 percent of VR's freight traffic runs on fossil-free electricity without emissions. Safety and security are also excellent in Finland. The combination of environmental considerations, security of supply and efficiency will only increase the importance of rail transport in the future.”

According to Koistinen, no single mode of transport alone can solve the challenges of logistics. “From the customer's point of view, the most important thing is the big picture: a functioning chain in which different modes of transport complement each other. Partnership and cooperation play a key role in this respect.”

Technology and the green transition lead the way

Rail transport is evolving and changing all the time. Digitalisation, automation and the green transition are driving developments. “Environmental responsibility is an important driver that challenges us to innovate.

At the same time, the use of data is increasing, allowing us to plan and manage traffic more efficiently,” Koistinen says.

VR is currently developing new systems and AI-based solutions to manage complex transport chains and anticipate disruptions. “We are piloting an AI-based system in our transport management system to support real-time situational awareness. With integrated infrastructure, data and business models, real added value is created for the customer.”

Joint development is crucial in this, too. “Together with KWH Logistics, we have done a lot of work on how to strengthen the competitiveness of rail transport. Looking at the whole chain together, we find solutions that serve all of Finnish industry.”

Common direction, sustainable logistics

Koistinen sees many opportunities to deepen cooperation further in the future. “We are in an excellent position. Together, we can develop new innovative solutions that are not yet widely available on the market. For example, intermodal transport, where



“By viewing the entire chain together, we can identify solutions that benefit all of Finnish industry.”

Eljas Koistinen

different modes of transport are seamlessly combined, offers a lot of potential.”

Safety and security of supply will remain at the heart of our efforts. “Close cooperation improves responsiveness and increases resilience. The world is changing fast, and that requires us to be flexible and able to work together. In this way, we are building future-proof logistics, which will also create sustainable competitiveness for Finnish industry.”

According to Koistinen, the future of rail transport looks bright, and cooperation is its driving force.

“The more we work together, the better we serve the customer. We need partners, and KWH Logistics is an excellent partner for us.”





All your shipments clearly in a single view

Backman-Trummer is upgrading its digital service to become an even better tool that makes the everyday life of customers easier.

IN THE LATEST NPS SURVEY, Backman-Trummer received important feedback: the customer portal needs an upgrade. The current version works well for container transport, but customers expect greater visibility for road transport and short sea shipping as well.

Director **Johan Smedjebacka** welcomes the feedback.

“The portal has given us excellent service, but now it’s time to build a new one that better meets our needs and the needs of our customers. Imagine a life where logistics are clear, fast and predictable. Backman-Trummer makes it possible.”

All shipments in a single view

In future, it won’t be necessary to search for information in different systems, as the new portal will bring all the information together in real time. Through the portal, it will be possible to track shipments regardless of the mode of transport. The same view will show schedules, documents, any changes and orders. The

new portal will save time, reduce errors and make logistics more predictable.

“Having the information in a single place will make the customer’s job easier, while also strengthening our own operations,” Smedjebacka says.

The portal will also be developed to support customers’ strategic procurement. With services, prices and schedules together in a single system, centralisation will result in savings, clarity and fewer fragmented partnerships.

Integrations with customers’ own systems are also an important part of the development work, especially for large operators.

User first, technology in the background

The new portal will be built around usability, not just technology. The most important thing is that the service is easy to use and clear.

“We are talking to customers throughout the journey. We want the service to be flexible and, if necessary, customisa-

ble. The only way to do that is to listen,” Smedjebacka highlights. stresses.

At the same time, personalised service will continue to play an important role. Digital tools support the work of experts, they don’t replace it.

Artificial intelligence, automation and real-time monitoring

The new portal will leverage automation and artificial intelligence in areas such as forecasting, updating data and reporting. These will reduce manual work and provide additional certainty on the accuracy of schedule and dispatch data.

“Not everything will be automatic, but the direction is clear. The development will take place in stages.”

It’s the tangible benefits that count

For Smedjebacka, the main principle is simple: the new portal must provide value to the customer. When the service makes work easier, improves logistical visibility and makes life more predictable, it’s a success.

Development work is being carried out in open dialogue with customers. The goal is a service that works reliably and provides Backman-Trummer’s customers with a genuine tool for logistics management as a one-stop shop.



THE POWER OF PARTNERSHIP IN GLOBAL LIQUID LOGISTICS

When Horst Behm sets something up, he doesn’t do it half-heartedly. As founder and CEO of the Premier Bulk Liquids Alliance (PBLA), he has built a network that brings together the world’s leading local and independent liquid logistics operators. In his work, he moves fluidly between markets, develops partnerships and opens doors to areas that a single operator might not be able to reach.

One of these partnerships is with KWH Logistics and Moonway. The collaboration started in autumn 2020. Behm remembers the beginning clearly, as it was already apparent from the first conversations with Moonway’s Commercial Director **Juho Makkonen** that the companies shared a common view of the world. Transparency, perseverance and a genuine desire to build a real partnership created the foundations for a collaboration that has since grown naturally and steadily.

Together more than the sum of its parts

Behm describes partnership as, above all, an asset. Each party brings specific expertise to the table: local market knowledge, technical capacity, tailored services and in-depth segment expertise. When these are combined, the outcome is much broader and stronger than what any of the partners could achieve alone.

Trust is the cornerstone of cooperation. “We understand each other’s way

of working and share the same goal: to solve our customers’ challenges efficiently and reliably,” Behm says. “This is what distinguishes partnership from mere cooperation.”

Networks – the backbone of modern logistics

In modern logistics, networks no longer play a mere supporting role. They are the foundation of the entire industry. The business environment is changing rapidly, demands are increasing and supply chains are becoming increasingly complex. A single company can no longer do it all alone.

A network like PBLA provides what customers need most: access to the right markets, shared expertise and resources that facilitate flexibility and competitiveness. Independent operators gain global visibility without compromising on local expertise. This combination is now a logistical superpower.

The network is decisive – a concrete example

Behm highlights a situation in which the importance of the network materialised. The customer had an urgent large bulk cargo transfer from one region to another, but the local operator lacked experience with flexitanks and the cross-border transport regulations in the region. PBLA brought together a knowledgeable operator in the destination country and an expert in the region of origin, who together

designed the documentation, adapted the equipment and ensured compliance. The outcome was a smooth delivery, on time and on budget.

“Without the common language and trust that the network brings, this would have been a much more challenging project,” Behm says.

Looking to the future: digitalisation, transparency and local expertise

According to Behm, the logistics sector is rapidly moving into the digital age. Customers expect real-time visibility and data-driven solutions. At the same time, sustainability and safety requirements are becoming more stringent. This puts pressure on the modernisation of equipment and the development of processes.

“Local expertise is increasingly important,” says Behm. “Global supply chains will increasingly rely on regional experts that are familiar with the markets and regulatory requirements.”

A partnership that goes beyond individual actions

Lastly, Behm would like to highlight the advantage that PBLA offers customers: there is no need to choose between global reach and local expertise. The network combines the both.

But perhaps most importantly, he highlights something else – people.

“The value of logistics comes from relationships,” says Behm. “The cooperation with KWH Logistics and Moonway has reminded me how much more can be achieved when we share a vision and genuinely work together.”

“In a network like PBLA, each partner brings their own unique expertise.”



Partnership towards sustainable port operations

The Port of HaminaKotka is Finland's largest export port and an example of how networks and partnerships create sustainability in an uncertain world. Last year brought about both global challenges and encouraging developments, and the port believes in the power of cooperation more than ever.

For many, the Port of HaminaKotka is a symbol of Finnish exports and a gateway to the world, through which a significant part of the country's goods traffic passes. Last year showed that, in the face of a global economic downturn, what is needed above all is cooperation and adaptability.

"Finnish exports have not yet really taken off, and this is also visible here. Geopolitical tensions are directly reflected in port traffic. Predictability has decreased, but it is in such circumstances that strong networks prove their worth," says **Petra Kuitunen**, Marketing Manager at the Port of HaminaKotka.

Safety and the green transition drive development

Recently, two themes have been particularly prominent at the port: security and sustainability. The leg-

islative amendment concerning security clearance imposed new responsibilities on port operators, and drone observations have brought new kinds of security threats to the discussion. Cybersecurity has also been a prominent topic.

During the autumn, Port of HaminaKotka Ltd participated in several joint exercises with various authorities and other operators. In addition, security training has been offered to the port company's personnel, and employees, as well as others in the port, have been actively encouraged to report security-related observations with a low threshold.

"Security and preparedness has always been important to us, but this year it has taken on a very special role," says Kuitunen.

At the same time, the port has taken significant steps to promote the green transition. Planning for

a shore-side electricity project for container ships at Mussalo is underway, and the port is applying for EU subsidies for the project under the AFIF programme. In addition, charging stations for electric heavy vehicles are being built in the Hamina and Kotka areas.

"Sustainability is no longer optional, it is reflected in what we do every day. Marine fuels are diversifying and transport vehicles are going electric."

Networks are the backbone of the port

The Port of HaminaKotka is at the centre of a large network of terminal operators, forwarding and stevedoring companies, shipping companies, authorities and many other parties. In addition, the owner cities, development companies and educational institutions are part of this close-knit community.

"For us, partnership is more than just the text of a contract, it is confidential long-term cooperation. The port does not work alone, but success is built on cooperation," Kuitunen says.

Long-term cooperation brings strength to everyday life

One example of a successful partnership is the long-standing cooperation between KWH Logistics and its subsidiary Rauanheimo.

"Our cooperation is close, smooth and, above all, forward-looking. When things are discussed with a low threshold and trust is strong, joint projects move forward quickly."

Concrete examples of cooperation include the import of raw timber organised in the wake of Russia's war of aggression and the sulphur terminal built in Mussalo. Both were projects where mutually supportive networks proved their strength.

Looking to a common future

As Rauanheimo has grown, the cooperation has deepened even further. In future, the aim is to strengthen joint advocacy in the logistics sector.

"The role of the port is to support operators' operations and growth through infrastructure, communications and marketing. We are a link between service providers and service buyers. When networks work, success is built together."

"We act as a connecting link between service providers and service buyers. When networks work well, success is created together."

Concrete projects show how strong, mutually supportive networks can truly be.





THE NEW SULPHUR TERMINAL IN MUSSALO IS NOW OPERATIONAL

The extensive and technically demanding project was completed on schedule.



Mussalo's new sulfur terminal enables the unloading of granular sulfur directly from ships to storage and onward to rail transport using an efficient conveyor system.



The details of the conveyor system are designed for demanding conditions, with a focus on safety, operational reliability, and environmental responsibility.

Rauanheimo's new sulphur terminal at the Port of Mussalo in Kotka was completed on schedule in August 2025. In particular, the terminal serves Yara's granulated elemental sulphur handling and rail transport. The project is a significant investment in efficiency, safety and environmental responsibility, strengthening Rauanheimo's position as Finland's leading bulk material handler.

Modern conveyor system and flexible operation

The new conveyor system allows sulphur to be unloaded from ships directly via mobile hoppers and conveyors to the warehouse and on to the train loading station. The solution is not tied to a single unloading point, which increases operational reliability and increases the efficiency of the logistics chain. The system consists of six fixed conveyor lines that guide the material flow accurately and safely.

The design, manufacture and installation of the equipment was carried out as a turnkey solution in collaboration with LNK Industries. Kreate acted as the main contractor and Sweco as the designer. The project started in summer 2023 and progressed in stages without significant delays – a testament to the team's commitment and careful project management.

Safety and responsibility first

The terminal's structures and storage facilities meet strict safety and environmental requirements. The warehouse has comprehensive sprinkler and fire alarm systems, ATEX-compliant electrical equipment and sulphur dioxide measuring equipment. The project required a chemical safety permit from Tukes and an environmental permit from the Regional State Administrative Agency for Southern Finland.

Behind the project – Timo Taavitsainen

The project leader Timo Taavitsainen was responsible for the project as a whole and completed it within the mutually agreed timeframe. Under his leadership, the multi-stage construction and installation project remained under control from start to finish.

“This has been an exceptionally challenging and rewarding project for us. We have built new infrastructure in the middle of a functioning port without interrupting daily traffic. This required tight coordination and trust from all of the parties involved,” Taavitsainen says.

“I am particularly proud of the way the experts and contractors from different countries worked together seamlessly. The outcome improves the customer's security of supply and significantly reduces the environmental burden.”

Towards more efficient and cleaner logistics

The Mussalo sulphur terminal is an example of how modern technology combined with long-term development work result in a practical solution. The terminal will strengthen Rauanheimo's position in Finnish bulk logistics, bring the desired increase in volumes and support our customer's security of supply in the coming years.

“This project shows that we can combine practical know-how with technological advances – for the benefit of our customers and the environment,” Taavitsainen concludes.

“The end result improves the customer's delivery reliability and significantly reduces environmental impact.”



Electricity takes machine services into a new era

Adolf Lahti is a pioneer in testing and developing new electric and hybrid heavy machinery. The aim is to reduce emissions, improve efficiency and drive responsible logistics.

In recent years, machine service company Adolf Lahti has become one of the pioneers in the use of electric and hybrid machines in industrial and port environments. According to Managing Director **Pekka Pöllänen**, the development work is based on a clear objective: a more sustainable fleet and a smaller carbon footprint.

“From day one, we have had the idea that you have to try things out and test them yourself. In new contracts, we usually start with at least Euro 5–6 engines and preferably with renewable fuels, but the next step is the introduction of hybrid and full electric machines. They provide real emission reductions,” Pöllänen says.

Electricity provides power and savings

Currently, Adolf Lahti's fleet includes several electric and hybrid machines. The heavy-duty electric truck operating in the Pietarsaari factory area is one of the world's largest electric commercial vehicles, and a 16-tonne all-electric forklift truck operates at the Junnikkala sawmill in Oulu. In addition, there is a hybrid log handler that uses one-third less fuel than a conventional model in trial use, among others.

“Electric machines are not only cleaner but also more comfortable to operate. The operators appreciate the silence and smooth torque. And with no idling, there are also fewer service hours,” says Pöllänen.

The economic benefits grow over time. Even though the initial investment in an electric machine can be high, it is cheaper to operate and more energy efficient. “When annual operating hours exceed six

“This is a shared journey with our customers and the entire industry.”

thousand hours, the savings are significant. Moreover, the impact on emissions starts immediately,” he adds.

Common direction with customers

Sustainability is not just a goal for individual companies but a shared strategic intent. Adolf Lahti develops solutions in close cooperation with its customers.

“Our customers have similar environmental objectives as we do. Such projects require long-term commitment and trust; however, at best, the results benefit all parties, both economically and, above all, environmentally,” Pöllänen says.

The development work is not limited to the replacement of equipment. Adolf Lahti is also investing in its own product development and plans to launch its own completely unique solutions in the near future.

The future is built through cooperation and courage

Electrification places a new emphasis on employee skills. The company trains experts with the skills to work with new technologies.

“These are all production-related solutions, not just experiments. There is now a rush to expand the use even further,” Pöllänen emphasises.

He is optimistic but realistic about the future. “Hydrogen technology is an exciting next step, although its widespread adoption still requires, among other things, the development of the distribution network. It is our task to stay at the forefront of developments.”

Pöllänen sums up Adolf Lahti's approach simply: “Courage, open-mindedness and cooperation are needed. This is a shared journey with customers and the industry as a whole.”



The electric truck operating at the Pietarsaari industrial site is one of the world's largest electric commercial vehicles.

Jan Österlund
Area Manager - Vaasa



BACKMAN-TRUMMER

The human touch in a digital freight world

The future of freight forwarding is being transformed by technological advancements, data-driven operations, digital platforms, and sustainability initiatives, making the industry smarter, more efficient, and more resilient than ever before. Artificial intelligence and advanced analytics are optimizing route planning, demand forecasting, and inventory management, leading to cost reductions and improved delivery reliability. At the same time, digital freight platforms and automated booking systems are revolutionizing operations by enabling real-time tracking, automating customs documentation, and centralizing information for greater transparency.

Sustainability as a driving force

Sustainability has become a defining force in logistics. Freight forwarders across the globe are adopting greener transportation methods and investing in carbon-neutral logistics solutions in response to both environmental responsibility and growing regulatory pressures to reduce emissions. These initiatives not only strengthen the industry's environmental performance but also create a competitive edge in an increasingly eco-conscious market.

The skills of tomorrow's freight forwarder

The transformation also demands new skill sets. Future freight forwarders must be digitally literate and comfortable using

emerging technologies such as AI, IoT, and cloud computing. The ability to analyze and interpret data is now essential for making predictive, data-driven decisions that optimize supply chains.

Equally important is building supply chain resilience, developing contingency plans, managing risks, and staying adaptable to global market changes. Understanding sustainability, from eco-friendly logistics practices to emission-minimizing route planning, is becoming an integral part of professional competence in the field.

Technology transforms logistics

Digital platforms and automation have changed how freight forwarders work. Cloud-based systems and digital freight marketplaces simplify shipment management, enhance collaboration across global teams, and provide immediate access to key information.

Automation tools and integrated dashboards streamline warehouse operations, documentation, and communication, minimizing manual errors and operational costs. Meanwhile, evolving trade regulations and expanding free trade agreements require forwarders to stay current with compliance procedures, using automation to maintain accuracy and avoid costly delays. The rapid growth of e-commerce and the rising expectations for faster and more transparent deliveries continue to push innovation across the industry.

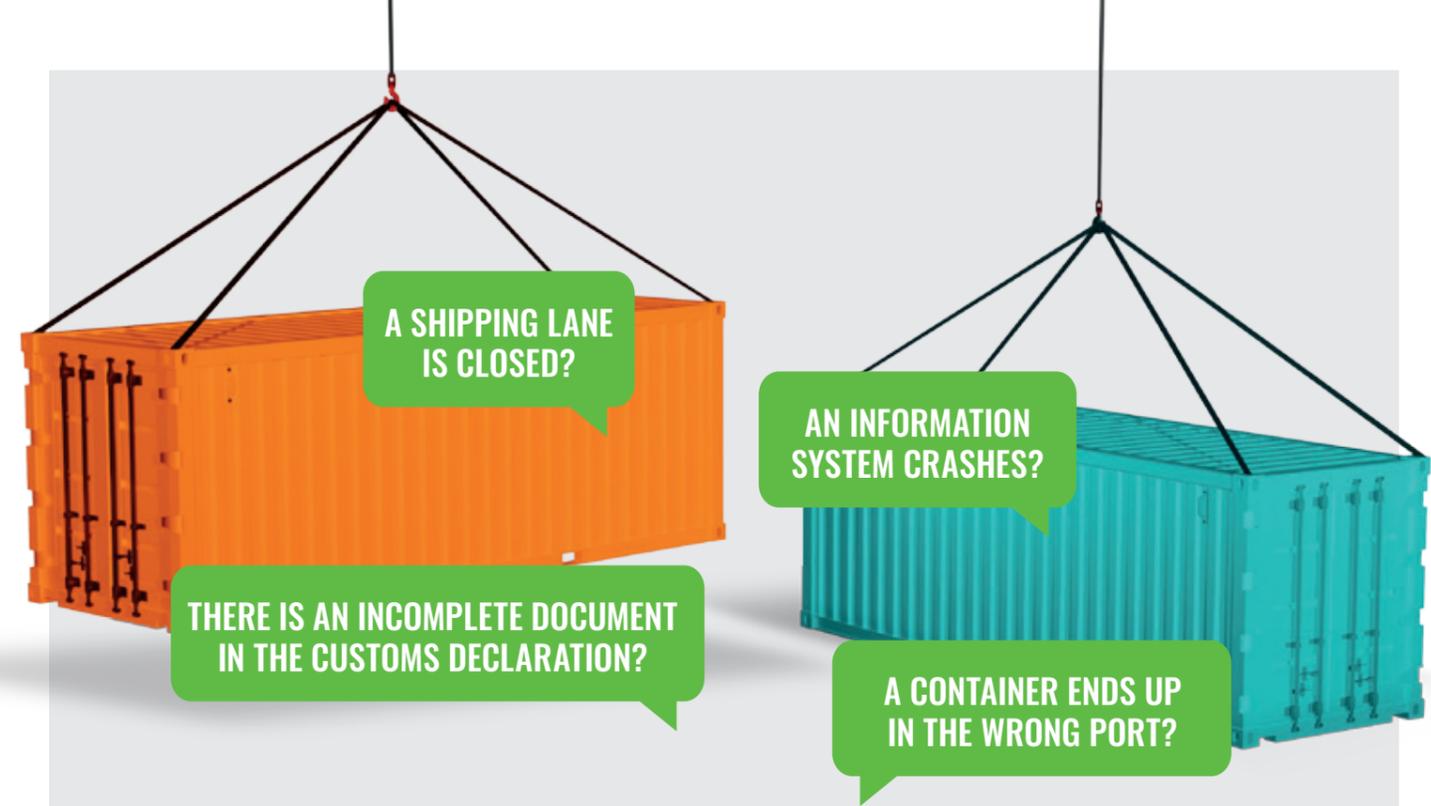
“Technology development brings efficiency, but real added value comes from understanding people and their business – that’s where the human touch makes the difference.”

Balancing technology with a human touch

In summary, the future freight forwarder will thrive by combining technology, digital platforms, sustainability, and adaptability, supported by strong analytical and management skills to create reliable, efficient, and environmentally conscious supply chains for the modern market.

At Backman-Trummer, we are working hard to further develop the forwarding services we offer our customers. We also see that there will be additional new services that we will introduce in the coming years. Knowing the customer, cooperating closely, and understanding their business environment are essential so that we can provide the right solutions and tools in an ever-changing landscape.

This is an important part of the personalized service that we see as a key success factor. The personal connection is the one element that cannot be automated through digital tools. Backman-Trummer aims to be your personal touch in the digitalized logistics world.



WHAT HAPPENS IF...

When a logistics chain breaks down, the consequences are quickly felt. A single disruption can trigger a chain reaction that halts production, delays deliveries, and impacts entire industries.

WHEN THE LOGISTICS CHAIN BREAKS DOWN – whether due to problems with documentation or the closure of a transport route – the impacts can be felt very quickly and become widespread: from companies to production, distribution, consumers and the economy. The speed and scale of the impact depends on factors such as the criticality of the raw material or goods in question, the amount of product in stock and how global the production chain is.

In 2021, the world's logistics chains were disrupted when the container ship Ever Given ran aground in the Suez Canal, shutting down traffic for almost a week. The blockage delayed around \$10 billion worth of freight every day, and even today the total cost cannot be realistically estimated. Once traffic resumed, transport routes were congested and it took months for freight flows to return to normal.

A few years ago, imported timber from Russia accounted for approximately 10% of the raw material used by the Finnish forest industry. After Russia invaded Ukraine in 2022, sanctions came into force and timber imports virtually stopped. The forest industry

had to quickly find new suppliers, adapt to smaller volumes of raw materials and rising costs.

A global state of emergency is not always needed for a domino effect; in a market the size of Finland, even a minor break in the logistics chain can cause significant harm. When a steel ship cannot be unloaded in time, the shortage of material becomes visible at workshops within a week or so. The machinist can't get their job done on time, the project is delayed and the end customer's schedules collapse. The complaints and sanctions are tough. A single stuck vessel can cause disruption to dozens of companies. Long production stoppages or material shortages can lead to layoffs, compromised security of supply and higher prices.

At its best, logistics is very efficient, but often also extremely optimised: inventories are kept small, routes cost-effective and schedules tight. Therefore, preparedness – alternative transport routes, a wide cooperation network, functioning information systems and emergency stocks – will be critical in the future.



Safety of work and personnel well-being start with top management's commitment and good day-to-day management

Good personnel risk management is part of a company's other risk management. Jonna Lahtinen, Senior Specialist at LocalTapiola General Mutual Insurance Company, has in-depth knowledge of the topic and believes it is at the heart of building a proactive safety culture.

A comprehensive view of safety and well-being at work

According to Lahtinen, personnel risk management is about integrating people's safety, work ability and occupational well-being into the company's strategy and objectives. "The well-being and safety of personnel are intrinsically linked to business activities and therefore to the success of a company. When the management chain works, the structures for work are in place and skills and issues are developed together in the workplace in a timely and proactive manner. This creates a good starting point for personnel well-being and success at work," she says.

Climate change, economic cycles, geopolitics, demographics and immigration, changes in working life, technological developments and artificial intelligence are shaping the business environment in which companies do business and the workplaces in which people work. This affects both personnel risks and personnel risk management. According to Lahtinen, this is why extensive cooperation is needed: "The smooth cooperation between different internal and external stakeholders to support line management, such as HR and occupational safety and health, occupational health, accident and pension insurance companies and other partners, is crucial."

Leadership is decisive

According to Lahtinen, goal-oriented personnel risk management always starts with the commitment of top management. "When top management takes it seriously, it is reflected throughout the organisation. It is important that safety and health issues are part of day-to-day decision making and operational activities, not just a separate project."

The keys to success are consistent and inclusive leadership, clear-cut responsibilities and roles, continuous joint learning and the ability to innovate, the courage to experiment and develop work and ways of working. "A safety culture is not created by rhetoric, but by people knowing what the objectives of their

work are, what is expected of them and being supported in succeeding. This also gives rise to a strong sense of meaning; a feeling that we are part of something bigger as individuals and as a work community. Good day-to-day management and the effectiveness of the management chain have a direct impact on these issues."

Different working environments, same risk management principles

LocalTapiola is the statutory occupational accident insurance company and long-term partner of KWH Logistics Group. KWH Logistics' eight companies form a diverse group, with working environments ranging from ports to heavy machine services and office work.

"There is a lot of variation in working conditions, equipment and stress factors, but the basic principles of risk management are the same. We systematically identify hazards, risks and pressures and jointly find





Jonna Lahtinen has deep expertise in personal risk management.

ways to reduce their likelihood, consequences and severity and manage them in changing circumstances. Occupational safety and health has a key expert role to play in supporting the line organisation in this respect,” Lahtinen says.

According to her, KWH Logistics’ approach to personnel risk management is exemplary. “Management is strongly committed to building a safety culture that supports success and emphasises foresight. We also want to create psychologically safe conditions for dialogue, reform and work development between different personnel groups. Safety, productivity and well-being are also strongly seen as part of quality of working life and corporate responsibility. These are some of the key factors why their level of personnel risk management and leadership is constantly rising.”

An effective partnership

LocalTapiola and KWH Logistics cooperate from the strategic level to day-to-day operations, such as through various trainings and workshops. “Our cooperation is close and systematic. The aim is for people to be able to do their jobs as well and safely as possible, and to get home healthy every day. KWH Logistics is also an important long-term customer for us; we are constantly testing, developing and building better ways of working together with them,” Lahtinen says.

“In a customer relationship, true partnership is built on trust and dialogue. Clear-cut objectives and actions have been agreed for the cooperation, and its

“In a customer relationship, true partnership is built on trust and open dialogue.”

effectiveness can be assessed through various metrics. This facilitates the best possible progress in cooperation.”

Future challenges and opportunities

Changes in working life are challenging the management of occupational safety and health. Advances in technology and artificial intelligence, hybrid work, mental health challenges and the impact of climate change on the physical working environment are all issues that companies must aim to anticipate. On the other hand, capability to adapt and change is also required. “Humane and emotionally intelligent leadership will be emphasised in the future. This means encountering people as individuals, giving them the conditions to succeed in their work, and genuinely developing things together. This strengthens commitment, also to developing safety, while substantially reducing the risks of accidents and work ability-related risks,” says Lahtinen, summing up.

Her advice to all businesses is to turn their sights to leadership: “Invest in leadership at all levels of the organisation. Good and proactive personnel risk management is determined by how well the management chain works from top to bottom and bottom to top.”

A year full of movement and progress

The year 2025 brought growth, new initiatives, sustainability actions, and many successes to KWH Logistics.



Growth and expansion

- Expansion of port operations into Sweden: Umeå and Skellefteå.
- Rauanheimo acquired Havator’s crane and material handling services at in the ports of Kemi, Oulu and Kaskinen.
- Blomberg Stevedoring acquired the Karhusaari pier, port structures and 10.21 hectares of land in Kristiinankaupunki.
- The official name of KWH Logistics was changed to KWH Logistics Group Oy.



Responsibility and environment

- Moonway and Backman-Trummer now allow customers to calculate their CO₂e emissions directly on the invoice.
- Adolf Lahti involved in Yle’s “Big machines” children’s programme.
- KWH Logistics’ blood donor group donated blood 12 times.



Well-being and safety

- Vision Zero Forum’s Occupational Safety Level Rating (Level II - Towards world leading)!
- QWL (Quality of Working Life) index 68.8% (+2.9% compared to 2024)
- NPS 64 (+10 compared to 2024) scale -100 - +100
- Stevena deployed a new customer service channel enabling customers to share feedback on operations.



People and learning

- Björn Knutar appointed as Managing Director of Blomberg Stevedoring.
- Johan Smedjeback appointed as Director of Freight Forwarding at Backman-Trummer.
- A new degree in maritime logistics developed in cooperation with Satakunta University of Applied Sciences.



Johan Järnefelt, Sales Manager & Ship Agent at Galea Shipping, knows that no two days are the same in the life of a ship agent. Preparations for a port of call often start days before the ship arrives, and once the ship is finally in port, the action starts, whatever the time of day.



DO YOUR WORK AND LET OTHERS SLEEP

How did you end up as a ship agent?

I've been in this business for about four years now. I started at Rauanheimo and moved to Galea Shipping when all of KWH Logistics' ship agent services were brought under one roof. I work in sales, ship agent services, and I am a member of the management team.

How would you explain ship agent services in brief?

The shipping company reports when the ship will arrive and what will be loaded or unloaded. From then on, we take care of everything: advance arrangements, unloading and loading arrangements, regulatory affairs, paperwork and coordination. The shipping company doesn't have to worry about anything — we hold all the strings in our hands.

What makes the job interesting?

Speed and variability. No two days are the same. Schedules change, situations fluctuate, and sometimes you have to start all over again. It requires the ability to see the big picture and notice the details. But that's what's fascinating about it.

And the most challenging?

The same thing: rapid changes and pressure. When something goes wrong, it's often because of someone else, but the messenger is the one who gets shot. When that happens, you just have to stay calm, communicate openly and make sure that everything that can be done has been done.

What is a ship agent's working day like?

It's difficult to define exactly. The working day can start in the morning and end at night. The sector never sleeps, and sometimes eight hours is not enough. The work is done on computers and phones, but also a lot at ports and on ships.

“When a vessel departs on time and everything runs smoothly, it's rewarding.”

How much of the work is anticipation and how much is reaction?

Let's say that 70 per cent is forecasting and the rest is putting out fires. The better you anticipate, the fewer surprises there are. But there are always some.

What skills does a ship agent need?

Flexibility, the ability to manage the big picture and social skills. The job involves meeting people from different cultures, so it's important to be able to read situations. Perseverance and positivity go a long way.

Is there a particular work situation that sticks out in your mind?

Once I boarded a ship just as the authorities were conducting a big raid: customs, border guards and the police with tactical units were all there. I only found out at that moment. I was taking a large amount of cash on board, which is a normal thing for us to do, but it seemed a bit odd in that situation. I'm glad it all worked out, but it does stick out in my mind!

What is the best feedback you can get?

A direct thank you from a customer. It always makes you happy. When the ship leaves on time and everything works, it's rewarding.

How do you stay calm when things get busy?

Experience helps. And the team. We have a lot of expertise, and you can always ask for help. A good thing to remember is what someone once wisely said: all ships eventually sail.

What advice would you give to a new ship agent?

Dare to ask questions and take in the big picture. There are no stupid questions. This is a sector in which you learn by doing and experiencing.

If your work were made into a film, what would it be called?

Agent classic “Do your work as an agent and let others sleep”, starring Daniel Craig. Instead of a martini, there is coffee – black, no sugar.



KWH LOGISTICS TO EXPAND ITS PORT OPERATIONS TO SWEDEN

KWH LOGISTICS is strengthening its port logistics portfolio in Sweden. Port operator Rauanheimo, part of KWH Logistics, will start operations in the Skellefteå and Umeå areas this year with a contract for the logistics needs of the new Stegra factory. The expansion is a clear part of KWH Logistics' strategy to increase its foothold in the Northern European market.

Blomberg Stevedoring is also preparing its own expansion into Sweden this year, with plans to start operations in the Umeå region. With these entries, KWH Logistics will be able to offer its customers a stronger service network in the industrial heart of northern Sweden.

KWH Logistics' full-service port operations also include ship clearance services provided by Galea Shipping, a member of the same group. The company is actively monitoring the development of the Swedish market and is investigating opportunities to expand its ship clearance activities in northern Sweden in parallel with the growth of its port logistics activities.

The growth projects support KWH Logistics' objective of building a harmonised, efficient and regionally comprehensive port services package.

KWH LOGISTICS GROUP

Parent company: KWH Logistics Group Ltd

Companies: Adolf Lahti, Backman-Trummer, Blomberg Stevedoring, Galea Shipping, Moonway, Rauanheimo and Stevena

Sectors: Port operations, heavy machine services, freight forwarding and ship agency

Objective: A uniform, efficient and customer-oriented logistics group

Owner: Finnish family-owned KWH Group

New company structure, clear common direction

KWH Logistics Group brings logistics expertise closer together.

At the beginning of 2026, KWH Logistics took an important step forward when the business group was renamed KWH Logistics Group Ltd. The change aims to clarify the Group's structure, strengthen its common identity and lay the foundations for future growth.

The clearer structure will help each company in the Group focus on its core competencies and serve its customers better. It will also strengthen KWH Logistics' position as a uniform and recognisable logistics provider and brand.

Efficiency and value through cooperation

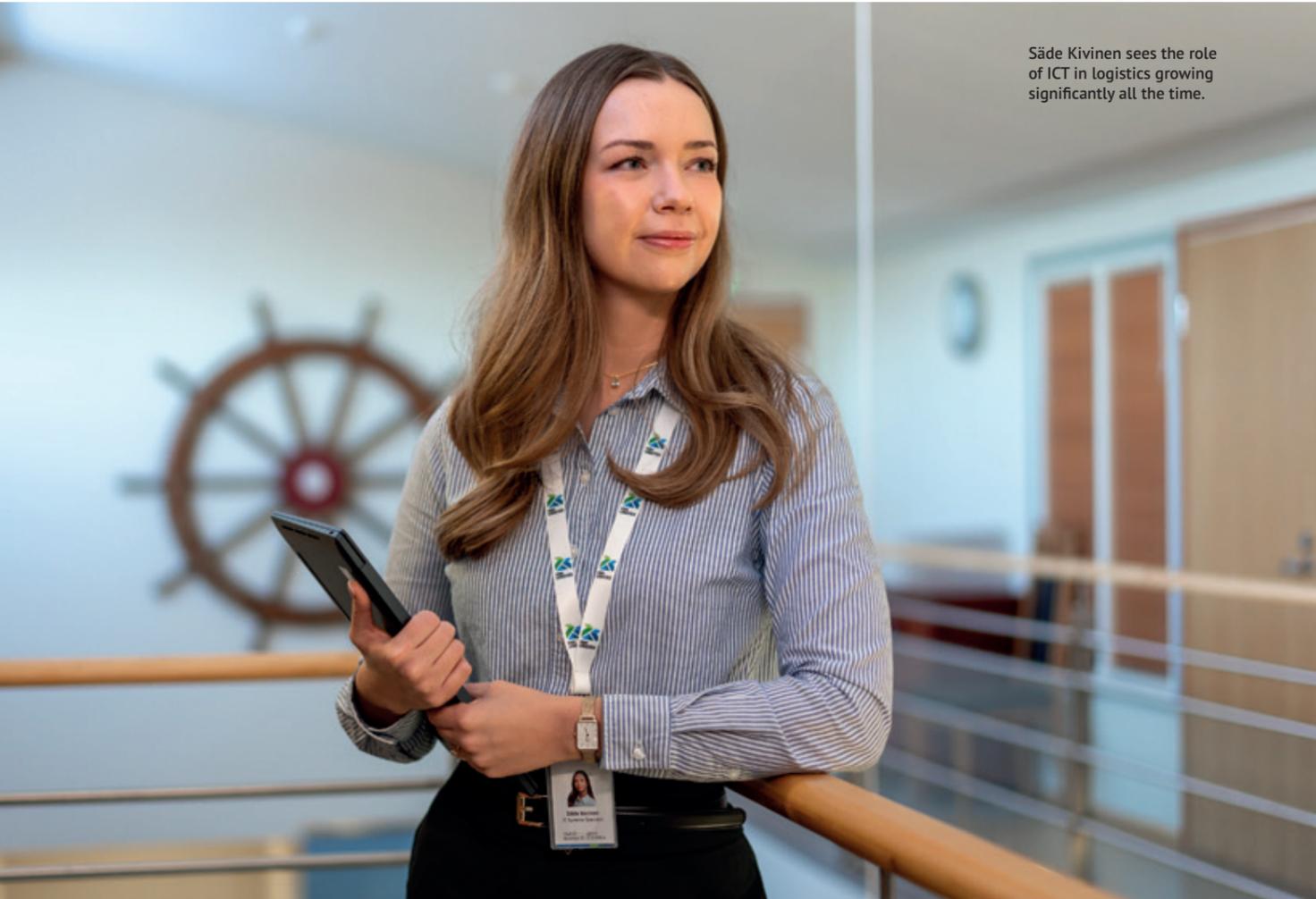
Following the reform, Backman-Trummer, previously the parent company, will continue to operate as a separate subsidiary as part of KWH Logistics Group and will focus on international transport services alongside other Group companies. KWH Logistics Group also includes Adolf Lahti, Blomberg Stevedoring, Galea Shipping, Moonway, Rauanheimo and Stevena, which together make up a comprehensive logistics chain, from port operations to heavy-duty machine services and forwarding.

The restructuring will not change KWH Logistics' services and will not affect customers' contact persons. Operations will continue as before, but on the basis of even closer cooperation. Intra-group processes, technology and customer service will be developed jointly, increasing efficiency and uniformity. The common direction will also support cooperation between employees and ensure that the Group can respond quickly and flexibly to customer needs.

Setting our sights on growth

The new group structure will strengthen KWH Logistics Group's competitiveness in both domestic and international markets. The unified operating model will make the Group a more agile and effective logistics player, ready to build growth and customer value in the future as well.





Säde Kivinen sees the role of ICT in logistics growing significantly all the time.

TECHNOLOGY KEEPS LOGISTICS ON THE MOVE

The ICT team develops KWH Logistics' systems to meet the needs of the business and make work easier, more efficient and safer.

“ICT IS OUR STRATEGIC BACKBONE; it facilitates both growth and smooth day-to-day operations,” says **Vesa Peltola**, Director of ICT and Digitalisation at KWH Logistics. “When the systems support operations seamlessly and integrate into our customers’ systems, the prerequisites for business emerge: we can consistently deliver good customer service and do things more efficiently across the Group.”

The ICT team at KWH Logistics often works behind the scenes, but their impact is everywhere. When systems work, information flows and customers receive their services on time, it’s the result of the deliberate work of a number of experts.

“We make sure that everything works, and if it doesn’t, it will work again soon,” says systems expert **Aki Räsänen** with a laugh.



“Our every move is supported by technology.”

Vesa Peltola

His and his colleague **Säde Kivinen’s** job description includes the development and maintenance of KWH Logistics’ systems: software customisation, integrations, security, user and development support and liaison with the Group’s various business units.

Development work at the heart of day-to-day life

In practice, the ICT team acts as an internal service unit for the entire Group. It supports and develops systems used in ports, warehouses, freight forwarding and heavy equipment services.

“We implement solutions to meet the needs of different companies and ensure that they work seamlessly together. Previously, different companies had lots of custom solutions, but now the trend is towards more unified systems that facilitate collaboration and data management within the Group,” Kivinen says.

The work is practical and constantly evolving. “We are continuously learning new things and thinking about how to do things better, easier and clearer for both ourselves and our customers,” says Räsänen.

Practical solutions and benefits

The contribution of ICT is reflected in many concrete improvements. For example, a graphical user interface for handling sawn timber was developed for Rauanheimo. “It gives the customer a real-time view of the port’s warehouse situation, goods flows and locations. In practice, we act as an extension of their own warehouse. The solution increases efficiency and reliability,” Räsänen says.

Another successful project was the development of a scanning system that automatically updates the location and status of products. “The right products are in the right place at the right time. Sounds simple, but it’s crucial for efficient logistics,” says Kivinen.

Cooperation yields the best outcome

Both Räsänen and Kivinen emphasise the close link to the day-to-day running of businesses. Räsänen works at the Vuosaari terminal, where ideas and feedback flow quickly.



Aki Räsänen works at the operational core of the Vuosaari terminal.

“When you are close to operations, insights and new ideas emerge quickly. It’s rewarding to be able to experiment and develop together,” he says.

Kivinen works in Kokkola, but she stresses the same point: “There is a constant discussion. When we understand how the business works in practice, we know how to do the right things right. That’s what cooperation is about in the end.”

Looking ahead

Digitalisation, automation and artificial intelligence are rapidly shaping day-to-day logistics. The ICT team sees change as an opportunity.

“It’s interesting how AI can be used to genuinely support processes in, for example, the planning, reporting and forecasting of goods flows. We have already taken steps in this direction,” says Räsänen.

According to Kivinen, the role of ICT is growing all the time. “Our job is to make sure that work is easier, more efficient and safer. The future demands it, and we are ready to evolve with it.”



WE ARE BUILDING THE FUTURE OF THE INDUSTRY

Images: AaVekellari

Cooperation with educational institutions brings maritime logistics closer to students and ensures the vitality of the sector as a whole. Galea Shipping is actively involved in the cooperation.



Maritime logistics is a critical sector for Finland, but its visibility in educational institutions has for a long time been low. **Sari Turkkila**, General Manager at Shipbrokers Finland, says that this challenge also gave rise to one of the association's most active working groups, the educational institution cooperation group.

"Companies in the maritime logistics sector acknowledged that they are almost unknown to young people and educational institutions. When labour was needed, it was not always available. Education focuses on maritime transport, not on land-based maritime logistics, even though the vast majority of all goods are transported by sea," Turkkila says.

Concrete results

After long-term development work, the cooperation with educational institutions has yielded visible results. The most significant of these is new Bachelor of Business Administration degree programme at Satakunta University of Applied Sciences (SAMK). It was developed in close dialogue with SAMK and businesses in the sector, taking into account their needs and wishes.

"The number of students who applied for the programme was 357, of whom 35 were selected. This shows that there is a lot of interest in the sector. Some of the employees among our member companies have also joined us to deepen their skills," Turkkila says.

Businesses involved in development

Galea Shipping has been actively involved in the cooperation. According to Turkkila, the contribution has been significant: "They have a great attitude — a positive approach to development, enthusiasm and



"Through school cooperation, Galea Shipping has provided valuable insight into the skills that working life truly demands."

Sari Turkkila

strong strategic intent. Galea has brought valuable insight regarding the kinds of skills that are really needed in working life."

The involvement of companies ensures that the graduates understand the international logistics chain, Finnish industrial sectors and the specific conditions of ports. This benefits the entire industry, including companies that are not members of Shipbrokers Finland.

Looking ahead

The aim is to further deepen the cooperation with SAMK. The goal is to develop the content of the training programme, to create an effective cooperation model for obtaining internships and theses, and to cooperate with other educational institutions in the logistics sector.

"We are building the future of the industry. Maritime transport will continue to be the backbone of exports and imports, so there is a constant demand for talent," says Turkkila, summing up.

And what message would Sari Turkkila send to young people who are considering studies in maritime logistics? "It's definitely worth it. Logistics is about solutions, it's like water — it always finds its way. There's plenty of work for those who are good at finding solutions."

Q&A

Ask us – our experts will answer and provide solutions that will drive your business forward.

01

Why choose KWH Logistics Group?

KWH Logistics Group brings together a wide range of logistics expertise and allows a clearer overview of services as a one-stop shop solution. For the customer, this means clearer collaboration and solutions that consider the different stages of the supply chain as a whole.

02

How should I contact you if I want to request a quote?

Contacting us is easy. Often, the best starting point is simply to describe your need or situation as clearly as possible. Regardless of whether it is about a single transport, continuous service or just an initial survey. Please contact our sales team at sales@kwhlogistics.com

03

How does KWH Logistics support sustainability and responsibility?

The company sees sustainability as a continuous process of minimising environmental impact, increasing energy efficiency and extending the life cycle of machinery. At the same time, we focus on occupational safety and a good working community, as well as values that are part of cooperation with customers.

04

Where can I find your billing information?

Up-to-date billing information, such as business ID, e-invoice addresses and any references, can be found on the companies' websites. The information is easily accessible to make billing as simple as possible. If you need more information or clarification, you can also reach out to your contact person directly.

05

How can I apply for a job at KWH Logistics Group?

Open positions are published on the KWH Logistics website, and you can also submit an open application. KWH Logistics offers a wide range of career paths in different roles and environments, and our custom services will continue to require a very wide range of skills and expertise in the future.



**KWH
LOGISTICS**



**CONTACT US AND
READ MORE:**

marketing@kwhlogistics.com
sales@kwhlogistics.com

On our website, www.kwhlogistics.com, you can find more information about our services, customer stories, appointment news, and our latest updates.



WE ARE KWH LOGISTICS GROUP

The best in logistics expertise, now under a new name.

PORT LOGISTICS



We offer stevedoring, forwarding and ship agency services, as well as warehousing in most Finnish ports and in Umeå and Skellefteå in northern Sweden. We customize comprehensive and efficient logistics solutions for our customers.

 **RAUANHEIMO**

 **STEVENA**

 **BLOMBERG**
Stevedoring

 **GALEA SHIPPING**

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.

 **ADOLF LAHTI**

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.

 **BACKMAN-TRUMMER**

 **MOONWAY**