

Aboard ¹/₀₇

The Port of Turku Magazine

ENGLISH EDITION

In this issue:

Schenker's new logistics centre
opened in the Port of Turku

Maritime businesses bring well-being
to the Turku region





Cover picture: Markku Koivumäki

EDITORIAL

The Port and City develop side by side in Turku

The Port of Turku has now permanently stabilised its logistical position as a Scandinavian distribution centre in Finland and an important link in the transport chain of the Baltic Sea region. In addition to the steadily growing passenger traffic, the positive development of cargo transports will take an exceptionally big leap, because more and more goods are transported to Finnish and international destinations through the new logistics centre that was completed this spring.


Another competitive advantage is that we are the only train ferry harbour in Finland with a rail connection to the rest of Europe, Russia and China. We are one of the few countries in the entire Western Europe that has the same track gauge as Russia. The direct connection from the train ferry to the logistics centres with both Finnish and European track gauges is one of our logistical superiorities; the railway carriages can travel into the warehouse without bogie changing.

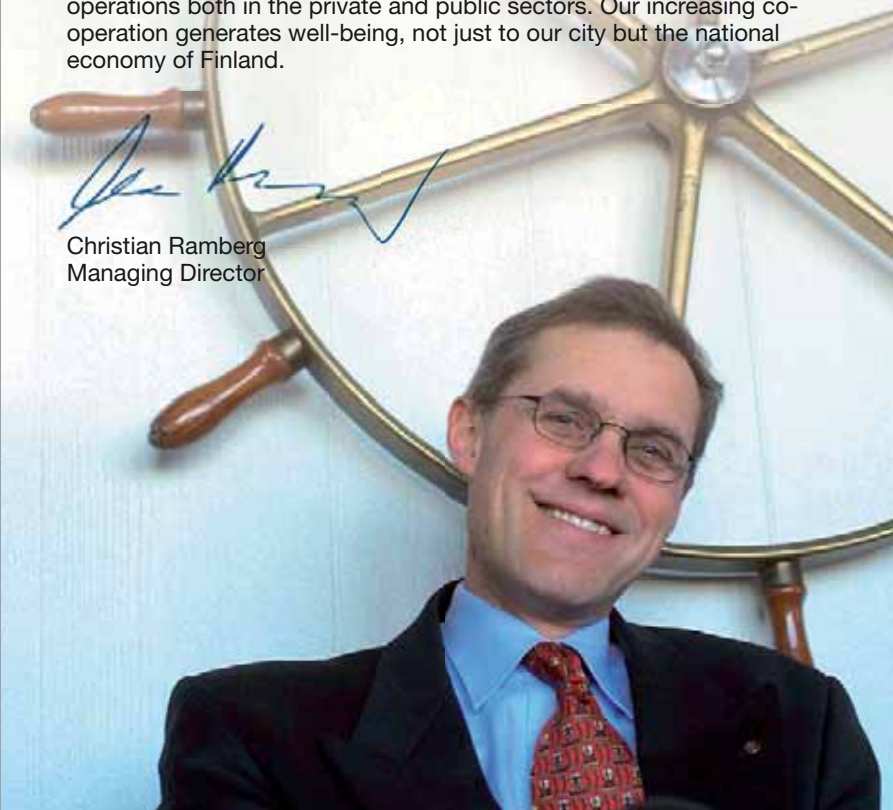
Over the years, the Port of Turku has developed into a gateway to the world for the local businesses and a comprehensive, state-of-the-art centre for logistics and transports that currently employs some 7,000 people in the Turku region.

The present situation has been reached through determined co-operation between the Port, the City and our partners. Together we have been able to respond to the challenges of increasing trade by investing in scheduled traffic and creating new operating prerequisites, such as new port structures, land areas, roads, buildings, machines, equipment and personnel.

Turku is known as an advanced seaport city which has further strengthened its logistical position. Turku and the Port of Turku are pioneers e.g. in environmental and safety issues, and internationally valued partners in several development projects of the Baltic Sea region.

Today, we can be justifiably proud of Turku's strong maritime cluster i.e. lines of business related to seafaring, maritime industry and port operations both in the private and public sectors. Our increasing co-operation generates well-being, not just to our city but the national economy of Finland.


Christian Ramberg
Managing Director



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Turku's logistics position will strengthen:

Schenker's new logistics centre opened in the Port of Turku

Part of the Transportation and Logistics Division of Deutsche Bahn AG, Schenker is Europe's largest and one of the world's leading transport and logistics service providers. It operates in 20 offices in Finland of which Turku and Helsinki are the centres of international transports. Schenker's new logistics centre that was completed in the Port of Turku will significantly enhance the company's logistical position. Freight will be carried via the new distribution warehouse to all over Finland and all parts of the world by land, sea and air. Turku has permanently stabilised its position as a centre for Scandinavian traffic, with a railway connection to the rest of Europe and Russia – and all the way to China.

"We are very much a Finnish company, but at the same time part of a European and global service chain. Our German parent company determines the global policies, but we apply the 'think global, act local' principle, which means that we develop and manage the Finnish organisation locally", explains **Tapio Orne**, Sales Director of Schenker Cargo Oy.

"The overall logistics service we offer means to our Finnish customers that the consistent operating models and quality requirements of Schenker's global network also secure the quality and efficiency of transports further on from Finland, to the destination – anywhere in the world."

Turku has superior logistical location

As a global actor Schenker aims at building its network in such a way that logistics works in the best possible way both inside each country and in connections to other countries and continents.

"In Finland the Turku region has superior location in terms of logistics, because the area is internationally well situated e.g. on the sea route between Finland and Central Europe, and in the transport corridor that links together Scandinavia and Russia", Mr Orne says.

"Turku is quickly becoming even the bridgehead for transports to China to

where cargo is flowing from the other Nordic countries. Cargo from China is carried quickly by ships from Turku to the other Nordic countries and other Baltic Sea ports. In the node of the Port of Turku the road network is linked to the sea and railway routes; Turku has Finland's only train ferry harbour which is great for the transit traffic through the country. Furthermore, Finland is the only Western European country that has the same track gauge as Russia, so that offers an enormous competitive advantage to the whole country. ►►

Warehousing is an important added value service

In addition to land, air and sea transports, Schenker offers its customers a versatile supply of logistics services that also include solutions related to the management of global supply chains.

One important part of logistics is warehousing whose key elements include up-to-date warehouse space, information systems and additional services for warehousing, and knowledgeable overall planning and consultation.

As part of the logistics package, more and more customers of Schenker want added value services instead of just transport services, and warehousing is a good example of this. Schenker has more than 200,000 m² of warehouse space in the Helsinki metropolitan area, Turku, Tampere, Nokia, Kouvola, Oulu and Kuopio.

“Outsourcing of warehouse services is often the most cost-efficient solution to our customers; they only pay for the services they use and buy additional services as needed, such as collection, sorting and packing”, Mr Orne says. “Especially if the seasonal variation of the product is considerable, outsourcing saves the fixed maintenance costs of an own warehouse and warehouse staff. At the same time the company has at its disposal warehousing professionals who are able to consult in the planning and development of warehousing to create optimal long-term solutions.”

Turku's new logistics centre — one of the largest construction sites in the field

Completed next to the Port of Turku this spring, the new logistics centre gave Schenker over 24,000 m² of new warehouse space which meant an increase of nearly 10 per cent in its warehousing capacity in Finland. Built by the Port of Turku, Schenker's logistics centre has been the largest recent construction project in Southwest Finland, excluding the Olkiluoto nuclear power plant, and it has had a significant effect on employment.

The new logistics centre will serve the customers of Schenker and Kiitolinja as a versatile terminal warehouse and a unit producing added value services whose advantages include e.g. warehouse space designed for different needs, state-of-the-art information system, and high level of security.

The distribution warehouse has been divided into seven 3,100 m² departments, each of which has a separate temperature adjustment system. This allows for individual, correct storage temperatures for different products. In addition, there are special facilities for the storage of dangerous goods. The free height of the logistics centre is 9 metres, which allows for normal collection using stackers. In addition to trucks, the warehouse can be accessed with a train. There is a 240 metres long platform and both Finnish and European track gauges are

available; the railway carriages can be driven directly from the train ferry harbour to the warehouse without bogie changing.

Precise planning, realistic pricing

Schenker promises to build the best possible warehouse service to companies of all sizes on the basis of the customer's business. By outsourcing their warehousing the customers can gain efficiency and cost savings; not even growth or peak seasons will cause problems in warehousing. The suitability of the premises and the right conditions for the warehousing of each product mean efficiency and safety to the customers.

Schenker's TWS inventory management system creates for each customer a profile (Event List) that includes the services that the customer wants to be applied to its warehoused products. The customer profile and agreement guide the process comprehensively from reception and warehousing of goods to collection and despatch. The customers receive regular reporting about the warehouse and turnaround of inventories. If necessary, the information system can even handle invoicing for the customer. To ensure realistic pricing the warehousing unit also plans the details of warehousing carefully – for example, the correct temperature and humidity requirements of the products. ■



»
 « The opening party did not affect the hectic loading operations in the logistics centre with the size of four football fields.



»
 « Christian Ramberg, Managing Director of the Port of Turku and Jouni Sopula, Managing Director of Schenker Cargo shook hands with the 400 guests.



»
 » Sami Pihlamo from Continental Rengas Oy (left) and Sten Enholm from Berner Oy exchanged the latest logistics news.



»
 » Merja Ripatti (left) and Nina Tuisku from Whirlpool Nordic Oy and Linda Karlsson from BSH Hushållsapparater Ab had a good time together.



Opening of the logistics centre on 17 April

The opening of Finland's first logistics centre for multimodal transports was held next to the Port of Turku halfway through April. Some 400 invited guests enjoyed the evening in the huge premises, one of the seven departments of the 24,000 m² warehouse, which was the only vacant space and was quickly converted back to logistics use after the party. Well, for once there was room to party with the ceiling at 9 metres!



»
 « Ulrich Rave from BSH Hushållsapparater Ab (left), Kai Kaarlejärvi from Schenker Cargo and Sakari Valvanne from BSH Kodinkoneet Oy in the opening mood.



»
 « Jukka Vähälä, Managing Director of Vähälä Yhtiöt (centre) and Production Manager Urpo Nummela from the Pori unit of Schenker Cargo Oy enjoying the opening.



»
 » Veli Lindholm (left), CFO of Oy Schenker East Ab, Timo Ahonen, Managing Director of SEB Leasing Oy and Pertti Korhonen, Chairman of the Board of Suomen Kiihtoautot Oy shared a table.



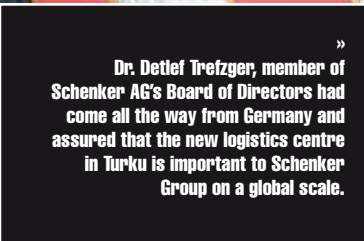
»
 » Jukka Vähälä, Managing Director of Vähälä Yhtiöt (left), Pentti Sokajärvi, Chairman of the Turku Harbour Board and Risto Lehtikangas, Managing Director of Schenker Express Oy had plenty to talk about.



»
 « Pirkko Mikkola, Deputy Chair of the Turku Harbour Board had some fine gentlemen at her table: Mikael Dalenius, CFO of Oy Schenker East Ab, Christian Ramberg, Managing Director of the Port of Turku and Ilkka Tirkkonen, Director of Oy Schenker East Ab.



»
 « "The space is pretty much sold out", Göran Åberg, Managing Director of Schenker Oy said in his welcoming words.



»
 » Dr. Dettel Trefzger, member of Schenker AG's Board of Directors had come all the way from Germany and assured that the new logistics centre in Turku is important to Schenker Group on a global scale.



»
 » "The new logistics centre will have a clear effect on the transport volume of the whole Port of Turku", said Christian Ramberg, Managing Director of the Port of Turku.



»
 » In his opening speech Mayor of Turku Mikko Pukkinen said he was pleased that the building of the logistics centre kept to its schedule and budget.



»
 « "10,000 m² is reserved for the expansion of our new logistics centre, and its use is already being investigated", said Jouni Sopula, Managing Director of Schenker Cargo Oy.





»
Jouni Sopula, Managing Director of Schenker Cargo Oy and Christian Ramberg, Managing Director of the Port of Turku served as marshals and Göran Åberg assisted, as Mayor Mikko Pukkinen and Dr. Detlef Trefzger cut the ribbon.



»
Mining Counsellor Henry Fagerström (left), Dr. Detlef Trefzger, Mayor Mikko Pukkinen and Managing Director Göran Åberg thought that the wine suited the food.



«
Tuija Mattila from Oras Ltd (left) and Petri Heino, Jorma Nissinen and Mervi Kuusisto from Naval Oy had a good time.



»
Guests swarmed all night around buffet provided by Fazer Amica.

»
Henrik Forsell, Deputy Managing Director of Transmar Ab (left), his table companion, and Tapio Orne, Sales Director of Schenker Cargo got so deep into business discussion that Niina Glumoff from Exxon Mobil Oy started to look to the neighbouring tables.



»
Heikki Helminen from Turun Lukko Oy kept company to Arja Ahlgren from Sento Oy Högfors.



«
Hanna Laine (left) and Mikko Laiho from Hallikko Works had secured a lift home, as Pirrko Niemi promised to drive her colleagues home from the party.



»
Toivonen (left) and Pentti Mäki from VR Cargo made Director Anne Mäkelä from Baltic Tank Oy laugh.

»
Kalevi Hildén (left), Toni Koch and Mikko Saastamoinen from Valio Ltd had a great time at the logistics centre party.



»
Erkki Mäkinen and Vesa Toivonen from VR Cargo enjoying Paula Koivuniemi's performance.



«
Star performer of the night Paula Koivuniemi did not leave the audience cold.



»
Antti Vainio, Director of the Centre for Maritime Studies (left), Veli Lindholm, Managing Director of Oy Schenker East Ab, Timo Aho- Managing Director of SEB Leasing and Pertti Korhonen, Chairman of the Board of Suomen Kiitoautot Oy.

»
Marina Hasselblatt, Area Manager of cargo operations at Tallink Silja did not get attention from Cargo Director Johan Lindblad when Paula Koivuniemi visited their table.



»
Mining Counsellor Henry Fagerström brushed up his German skills by discussing with Dr. Detlef Trefzger.



«
The building of the logistics centre involved e.g. Are Oy Talotekniikka and Sähköinsinööri-toimisto Pasi Sainio. "We've earned the party, as we kept to the budget and completed the job ahead of schedule", said Pasi Sainio (right), and Seppo Suominen from Are Oy Talotekniikka.



»
There will hardly be room for dancing at Schenker's logistics centre after opening, because there is already a plan to enlarge the building.

Visitor's view



The development of the Port has in many cases significantly affected the development of the whole urban structure. Of the Nordic harbours the Port of Copenhagen is a good example of how a modern port located near the city-centre can grow and develop into a multi-purpose part of the city and yet keep the strong operational link to its original purpose. There are a number of similar examples in European cities, and many reform projects in particular in the latter half of the 20th century have significantly altered the nature of the areas surrounding ports.

The structural development of the Port of Turku and the City have been closely interlinked since a decision was made to keep the port near the built urban environment due to traffic reasons. The importance of sea transports to the development of Turku resulted in major plans for expanding the port in the late 1910s.

A large construction project was initiated by Turun Transito-Satama Oy in which architect Bertel Jung drew up a general plan about the expansion of the City through the port all the way to the

The Port in the City

Raisionlahti bay. Mr Jung's plan also included the city's new commercial centre to be placed in the zone between the grid plan area and the port. Later ideas and plans related to the port and areas around it have stubbornly followed in Mr Jung's footsteps by offering city-centre-type operations near the port, the most recent of them being the Kauppasatama project.

It is obvious that Turku's importance as a passenger harbour promotes the placement of operations typical of urban tourism near the port. On the other hand, the significance of the Port of Turku as a major import harbour increases the logistical significance of the area by creating a significant logistics centre of different actors in the area. At the moment it seems that Turku's commercial centre and port are not merging geographically, but will grow side by side, supporting each other.

Harri Andersson
Professor of Geography
University of Turku

Events

The Port of Turku will participate in the Transport Logistics 2007 exhibition in June

The Port of Turku will be at the Transport Logistics exhibition in Munich from 12–15 June 2007.

You will find us in hall B4, stand 102. At the same stand you will meet the representatives of Finnsteve Oy, SeaRail EEIG, Oy Wikeström & Krogius Ab and Moonway Oy.

Transport Logistics 2007 gathers together the operators and decision-makers of the transport and logistics industry. The Transport Logistics exhibition is arranged every other year, and this year there will be more than 1,500 exhibitors from 59 countries.

More information at:
www.transportlogistic.de

The Port of Turku will be at the PulPaper 2007 exhibition in Helsinki

The Port of Turku will participate together with SeaRail EEIG and Rail Terminal Drammen in the PulPaper exhibition to be arranged in Helsinki from 5–7 June 2007.

PulPaper is an international pulp, paper and board industry exhibition, where the whole process industry is very well represented. Now arranged for the 6th time, the exhibition has become an important and popular rendezvous for professionals in the field.

You are welcome to meet us at our stand 3f11

More information at:
www.pulpaper2007.com

Kalle Euro, Director of the Turku Region
Development Centre.



Maritime businesses bring well-being to the Turku region

The maritime cluster of Southwest Finland is a strong attraction factor for the Turku region, says Kalle Euro, Director of the Turku Region Development Centre. The success of maritime lines of business will bring new inhabitants to the area and create new businesses, which will increase the well-being of the province. The core of the maritime cluster comprises of maritime industry, seafaring businesses and port operations.

"Finland is one of the leading countries in many sectors of maritime industry and seafaring. The public knows best the world's largest luxury cruise liners, and the Turku shipyard that specialises in them is among the most modern in its field. The maritime cluster, however, includes a lot of other top expertise, starting from ship designing. And the maritime expertise is not limited to shipbuilding, but covers many other operations from logistics systems to the development of safety at sea", **Kalle Euro** says.

Success is reflected in the image of the whole region

"The world-leader position of shipbuilding in particular is a strong image factor for Turku. News from the Turku shipyard, such as the order of the second Genesis class cruise liner that was published at the beginning of April bring the region out in a positive light both in Finland and abroad", Kalle Euro stresses.

"The Port of Turku is also important to the attractiveness of the region. The Port of Turku offers the fastest route to Scandinavia for companies operating

in the region and those thinking of relocating here, and the logistics services developed around it create a variety of added value to the customers. The Port is equally important to local inhabitants to whom the sea route to Stockholm offers opportunities for leisure experiences and a safe start for a driving holiday in Europe, for example."

"The Port is also important to tourism in the Turku region, in terms of both scheduled and cruise traffic. The opening of the shipyard to visitors offers an important opportunity for tourism. As of the summer, it will be possible to get acquainted with the manufacturing of the world's largest luxury cruise liners on guided waterbus tours."

Maritime school brings new experts to the field

The nature of the maritime cluster has changed in the long term. As a line of business it is more modern and diverse. In addition to high technology and scientific research, traditional professional expertise is needed, as a result of which the maritime cluster offers a variety of job opportunities to experts of different fields.

"The need for labour in maritime industry is nevertheless great. At the moment, it employs directly around 24,000 people, and the employing effect will continue to grow significantly in the coming years. Some 2,000 new employees will be needed annually to the year 2010, and even thereafter the need will be around 1,000 people per year."

In order to secure the availability of competent labour the City of Turku is setting up a specialisation line focusing on the maritime cluster at Turun Suomalainen Yhteiskoulu upper secondary school. The maritime school is planned to start in the school year 2008-2009.

The key goal of the maritime school is to make maritime fields more interesting and guide students to the lines of business within the maritime cluster. Its purpose is to create training paths from general education to various further studies in maritime industry, port operations, commercial seafaring and maritime research through extensive and versatile co-operation. ■



Aker takes double lead in the class of the world's largest cruise liners

Aker Yards celebrated for the second time the completion of the world's largest cruise liner, as Liberty of the Seas was handed over to the customer at the Turku shipyard on 18 April 2007. Ordered by the American shipping company Royal Caribbean, the ship is the second of three vessels that are the world's largest in their class.

Of the sister ships of Liberty of the Seas, Freedom of the Seas was completed in 2006, and Independence of the Seas will be delivered in 2008. The length of the vessels is 339 metres and width 38.6 metres. The power of the main engines is staggering 6 x 12,600 kW.

Unique luxury and comfort

The three vessels are the world's most innovative cruise liners; like small towns with a variety of services. Liberty of the

Seas has e.g. a large promenade with shops, indoor skating rink, golf simulator, outdoor climbing wall, roller skating track and a large spa and sauna centre with several pool areas. The ship also offers cantilevered whirlpools and an onboard surfing simulator. Furthermore, there is the world's largest onboard gym and a full-scale boxing ring. The three pool areas offer elements never seen before, such as an interactive water sports area.

The Project Manager of the Freedom family at the shipyard is **Toivo Ilvonen** who has been involved in Aker Yard's largest project to date since the beginning.

"I started the sales work of Freedom of the Seas in autumn 2002. The contract was made in September 2003, and I continued as the project manager. The deal on Liberty of the Seas was made in spring 2004, and I was given responsi-

bility for running its building. In the autumn of the same year the order of the third ship, Independence of the Seas, was confirmed, and I am also working as project manager with that", Toivo Ilvonen recaps the history of the Freedom family.

A major challenge to project management and the whole organisation

Building the world's largest cruise liners is a demanding, long-term process for the project manager and the whole shipyard. The building time of the ship is 27 months. In the case of the first ship the time from the contract to delivery was 2 years and 8 months. The building of the vessel family means a total of around 12,000 man-years to the shipyard staff and co-operation companies. The value of one vessel is about 600 million. The large project requires a large project organisation, although the project manager bears the principal responsibility.



“As the project manager I’m responsible for the successful deliveries of all three Freedom family ships in terms of schedule and quality as well as costs and result. We work in a matrix organisation which means that my project team includes seven people: purchases, production and planning managers, as well as controller, project engineer and schedule co-ordinator. Production and planning have been decentralised to heads of ship, area managers and supervisors. This makes a group of about 90 people who manage their areas in the projects. Successful implementation of the large project requires broad experience in shipbuilding and solid knowledge of its different areas. International business and co-operation with customers, subcontractors, personnel and partners also calls for negotiation, language and management skills. All parties participating in the project must be strongly committed”, Project Manager Ilvonen stresses.

Customers’ trust brings bigger and bigger projects

The handing over of the brave new Liberty of the Seas ship naturally makes the project manager happy. The world’s largest floating and moving technological and architectural entity has again been completed in time and in good quality and with good results. Aker Yards has again proved to be the world’s leading builder of cruise liners which looks forward to even bigger challenges. The building of a new Genesis class ship, even larger than the Freedom family, commenced at the Turku shipyard in March 2007. ■

The world’s largest cruise liner was seen off by the President of Finland Tarja Halonen with her entourage and the shipbuilders who were happy to see the result of their work.



Deltamarin brings a business view to maritime industry training



Deltamarin Oy is one of the world's largest consultant and engineering agencies in maritime technology, and a major operator in the Turku region maritime cluster. **Jukka Laiterä**, Chairman of the Board of Deltamarin, believes that every company in the industry benefits from the success of the maritime cluster.

"The strong maritime cluster of the region is an important background factor to all companies in the industry. The appreciation of the internationally known expertise cluster is also reflected in the image of individual companies. Successful companies in turn attract new experts, which creates a basis for future success, too."

Deltamarin employs a staff of over 400 people and, like other operators, it is concerned about finding competent personnel. The company has reacted to the anticipated shortage of labour by starting active co-operation with universities of applied sciences and employment offices. One significant joint project is the MBA degree in maritime technology that is being planned by the Centre for Maritime Studies at the University of Turku.

"The new degree is a response to the changing working life where the requirements for the expertise profile of people are much higher than before. Essential requirements in the globally networked

industry include e.g. the ability to work in international networks", Jukka Laiterä specifies the goals of the degree.

Jukka Laiterä thinks that the training should pay more attention to the needs of companies and society as a whole. ■

Shipbuilding goes smoothly

when logistics works

A shipyard's internal logistics plays an important role for smooth working. Logistics services at Aker Yards in Turku are provided by Pernotrans Oy which is part of the same group with shipping and transport company Meri-aura and ship management company VG-Shipping.



Jussi Mälkiä (centre) and colleagues testing the fixing of cargo at the Perno shipyard.



Special transport of heavy deck load in Parainen.



"PernoTrans Oy has handled forklift and road transports since the late 1980s. The founding of PernoTrans to continue the operations of Wärtsilä Maritime Industry was one of the first major outsourcing operations in the shipbuilding industry. In 2003, haulage and crane operations of shipbuilding industry, including personnel and supervisors, were added to the operations of PernoTrans", **Jussi Mälkiä**, Chairman of the Board of Meriaura Oy sums up the history of the company.

"There are currently over 100 employees of PernoTrans working in the Perno shipyard area. We are responsible for the overall logistics of the shipyard, ranging from material supply to waste management. In practice we handle all transfers of materials and supplies at the shipyard. For example, all cranes except for the largest gantry crane that

reaches over the view are managed by PernoTrans. In addition, our personnel assists in onshore operations of vessels", Jussi Mälkiä explains.

Part of the same group of companies as PernoTrans, Meriaura handles Aker's sea transports, such as transfers of blocks and floating steel structures between shipyards. Just before Easter Meriaura carried the hull of Tallink's Galaxy 2 vessel from Aker's French shipyard to Helsinki to be fitted with equipment.

"The logistics demands of shipbuilding industry require the partners to continuously develop their operations, especially in terms of expertise and technology. For PernoTrans this has meant major investments in equipment and personnel; the number of both has doubled from the early years", Jussi Mälkiä says.

"Our latest innovation for serving the shipbuilding industry is a new ro-ro vessel designed for the transport of heavy objects. The deck load vessel that complements Meriaura's fleet of nine ships is based on our own idea on replacing the traditional tugboat-barge combination with a safer and faster solution. The capacity of the vessel is 4,600 tonnes, and heavy pieces can be driven directly to the deck which makes loading more effective. The fixing of the load has also been made as easy and safe as possible. The A1 ice class status means that the ship can operate around the year. The new vessel will be completed in late summer 2007, and other Baltic Sea shipyards have expressed their interest in its services, too", Jussi Mälkiä tells about his idea that came true. ■

Helena Enholm, Cargo Booking Centre of Tallink Silja Cargo:

Nice work in an office with a view

Helena (Lena) Enholm, Marketing Assistant of Tallink Silja Cargo, smiles with the sun at her workplace, in the Port of Turku's former passenger terminal. Insecurity about her job related to business acquisitions has passed, as Tallink Silja Oy's Cargo Booking Centre is now located in the Port of Turku. Silja Line's office in Turku was moved from the city-centre to the harbour and the Cargo Booking Centre to the premises of the former passenger terminal a year ago. Ms Enholm and her colleagues got a place in an office with a view by the sea. At the same time their work became more concrete, as the company's ferries carrying passengers and cargo pass daily by the windows of the office.

Tallink Silja is the leading passenger and cargo service provider on the Baltic Sea that offers its customers high-quality transportation and maritime experiences. Tallink Silja has 4 daily departures from the Port of Turku on the Åland–Stockholm route. From Helsinki the company's ships sail to Tallinn, as well as Stockholm and Rostock. Furthermore, there is a route from Tallinn via Mariehamn to Stockholm and from Paldiski, Estonia to Kapellskär. One daily departure sails from the Latvian capital Riga to Stockholm.


Turku offers the fastest sea route to Stockholm

Passenger traffic between Helsinki and Tallinn has increased enormously in recent years and Tallink is the market leader on the route. This spring Tallink

introduced their new fast car ferry Star for the route, and two new passenger ships are expected to be completed during next year. The majority of Tallink Silja's cargo is shipped through the Port of Turku and the company is currently the second largest cargo carrier. The Port of Turku has continuously strengthened its position in transports to Stockholm, because the fastest sea route to Sweden is through Turku. Tallink Silja's Cargo Booking Centre in the Port of Turku handles all cargo bookings from Sweden and Finland as well as all transports between Finland and Germany. The company's ships carry trucks, trailers, containers, machines, new cars, railway carriages etc. through Turku. The cargo carried across the Baltic Sea mainly consists of consumer goods: clothes, home appliances, foodstuffs, flowers, vegetables etc. New passenger cars are also imported through the Port of Turku.

Tallink Silja's cargo operations in good hands

Marketing Assistant Helena Enholm works in close co-operation with Marina Hasselblatt, Area Manager of cargo operations. Tallink Silja believes firmly in the organisational skills of the more beautiful gender, as Ms Hasselblatt's colleagues in both Tallinn and Germany are women, too. Helena Enholm's duties in the Cargo Booking Centre in Turku include e.g. informing cargo customers about changes in schedules and other topical matters, as well as assisting in passenger traffic of the cargo operations. The information services of the cargo business are hectic and cover a large area; Ms Enholm's info releases go to almost 3,000 recipients in Finnish, Swedish and English. "The Port of Turku has always provided us with fast and good service. It is important to us, because Tallink has given a boost to the cargo operations", Ms Enholm says.

A woman with short dark hair and glasses, wearing a black coat over a colorful scarf and dark trousers, is leaning against a large orange pillar. She is smiling and looking towards the camera. The background shows a modern building with a glass and metal facade and other orange pillars.

“The more peaceful world of the past is represented by Silja Line’s old archives trusted in my care, including e.g. nostalgic printed materials from the early days of the company.”

A summer job became a lifelong career

Silja Line’s check-in point in the Port of Turku was an ideal summer job for a student in the early 1980s: a week of work, a week off. “I liked the rhythm and enjoyed customer service otherwise, so my permanent job in Silja Line’s passenger services started half by accident in 1982. About a year later I became a secretary for the office and traffic department, and later in the same decade I moved on to the information department. Then I worked as the secretary of the manager of the cargo operations from the early 1990s till my boss retired”, Ms Enholm says. “I’m still in the cargo operations and I like it very much. My work varies and is usually hectic; I like to be where the action is. It’s nice to see the trucks queuing to the ferries in the morning and the ships depart and arrive just outside my window.”

The sea is an important element for the four-person family of the Enholms in the leisure, too. They usually spend their holidays boating in the archipelago. This year’s goal is to make the husband’s auction find, a 13-metre long old workboat seaworthy. “The purchase may not be called a beauty of the seas, but at least it can take more cargo than our old motor boat”, Ms Enholm laughs. ■

Enthusiasts of the Baltic Sea

This column introduces
exciting hobbies practiced
in the Baltic Sea area

TEXT BY Sanakari/Kari Ahonen PHOTOS Jari Talja's family album

Hooked on trolling

Jari Talja, Operations Manager and offshore personnel manager of towage company **Alfons Håkans**, is a trolling enthusiast. In spring and autumn, Jari can be best reached on leisure on the deck of his boat **Tristan**, catching the noble fish of the Archipelago Sea.



Jari has been trolling for around 15 years, and he joined the Saaristomer- en Uistelijat trolling association in 1993. Jari fishes mainly for fun, but has taken part in some trolling contests.

In trolling Jari is particularly fascinated by combining technology and fishing, and managing them as a whole. A true trolling enthusiast's boat, equipment, and fishing gear include a lot of technology, the quantity of which may even seem scary to those unfamiliar with the sport. Jari Talja reminds, however, that trolling can be started with a smaller set of equipment.

Safety is number one in a trolling boat

"To start with, you only need a boat and ordinary spinning gear. The most important thing about the boat is that it is stable and spacious enough. The boat must not sway when the fishermen are standing, and there must be enough open space to ensure smooth and safe moving. The best engine is a four-stroke, because especially larger two-stroke engines easily gather soot when driving at a lower trolling speed", Jari Talja illuminates the qualities of a good trolling boat.

Jari's boat is a magnificent 31-foot Tristan which is equipped with two engines. The main engine is a 230-horsepower Volvo diesel for fast and economical moving from one place to another. For trolling the boat has a 10-horsepower Honda outboard motor mounted on sliding rails. At best there are some 15 fishing rods with appropriate accessories.

Versatile equipment makes trolling more efficient

Many people think that trolling is play with equipment, and Jari says that you always want more – especially when the fish bites.

"You can try with just one rod, but the catch is more certain with several rods. Then it is possible to use different lures in the rods, and find more quickly the type of lure best suited to the conditions. Deep rigs and side planars can be used for fishing efficiently by trolling lures in different depths and by spreading the lures further from the boat", Jari Talja says.

In Jari's opinion, sonar is an important tool even for beginners, once you learn to read it.

"With sonar you can for example monitor water temperature differences, because the fish seek optimal temperature in water. If there is a clearly warmer area in very cold water, you can be fairly sure that there is trout, too. With sonar the



17.8-kilo salmon is worth showing. The proud fisherman Jari Talja in Tristan's cabin and Teppo Kosonen with the catch.

fisherman can find schools of small fish near which predatory fish swim, too."

The Archipelago Sea attracts trollers from all over Finland

Usually Jari Talja's fishing season starts in May and continues almost to Christmas, depending on when winter starts. He opens the season with a traditional trip to Åland islands where he trolls for salmon for a week in the Eckerö waters. The heart of the summer is reserved for boating with the family, and then all trolling equipment is removed. In the autumn the boat is rigged again, and Jari heads to Airisto sea area after trout.

Jari thinks that the Archipelago Sea is ideally suited to trolling. The waters are deep and clear, and the archipelago always offers sheltered places for fishing even in poorer weather. The catch has been good. The biggest salmon weighed as much as 17.8 kilos, and the average weight has been 9–10 kg. The size of trout has become smaller in recent years, and the fishermen of the Saaristomer- en Uistelijat association have been following the situation worried. According to Jari, the absolute minimum size of a trout in the association is 50 cm, and the official minimum size should be raised to that in order to secure the trout population. ■

The Turku-based tugboat shipping company Alfons Håkans is Finland's biggest towage and sea salvage operator. The history of the family-owned company dates back to 1896, and the first tugboats were purchased between 1910 and 1915. Today, the fleet of Alfons Håkans consists of over 30 tugboats and several barges suited for heavy maritime transports. The number of personnel is around 170.

Alfons Håkans operates both in the Baltic Sea and the North Sea area. The company's services include harbour towage, offshore operations and different sea transports and salvage operations. In wintertime, the company's tugboats also serve as icebreakers in ports.

Finnish Road Administration paves the way to better connections

Around 90% of Finnish exports and some 70% of imports are carried by sea. The majority of the maritime transports arrive in ports or are carried further by road. In terms of efficient logistics, good road connections are of primary importance to the Port of Turku and above all to the businesses it serves. In 2006, nearly 130,000 trucks passed through the Port of Turku, and the growth of traffic is expected to continue, as Turku is further strengthening its position as the distribution hub for Scandinavian traffic.

The main directions for traffic of the Port of Turku are Helsinki, Pori, Tampere and Hämeenlinna. Of these, the weight of the Helsinki metropolitan area has decreased slightly, while transports to Pori and Tampere have increased. As a whole the annual growth in these three directions has been around 3–4% which is twice the average growth rate of transports for the whole country.

Completed last autumn, the proposal on the trunk road network is positive for Turku. All main roads from Turku, except for the road to Hämeenlinna, are included in the trunk road network which



holds principal position in the development of the quality, operating and safety of the road network.

The developing order of the road network meets the needs of the Port

The Port of Turku's share of the truck transports between Finnish ports and foreign locations is nearly 20%. The traffic is lively between seaport towns,

and a significant portion of traffic goes to inland destinations where many successful export companies are located. The Port of Turku is a natural connection and the fastest route to the world market e.g. for companies in Pirkanmaa area and Central Finland.

"The improvement of highway 8 between Turku and Pori is the number one issue in the near future. The goal is to take the first step towards the trunk road network level, which means an essential improvement in traffic smoothness and safety. The motorway from Turku will be extended to Nousiainen, and from there on many passing lanes will be built for increased smoothness of traffic. Investments in safety include new intersection arrangements, such as building of graded intersections", says **Pekka Jokela**, Regional Director of the Finnish Road Administration.

The next trunk road network project is the broadening of the Turku ring road into a four-lane road between Hämeenlinnantie road and the Helsinki motorway. The construction of the Tuulissuo graded intersection has just begun, but the whole stretch will probably not have

four lanes until around 2015. The completion of the ring road would significantly improve the truck traffic to and from the Port by giving a direct route to the most important inland roads. As for Suikkilantie road, the planning is already underway, but the financing is still open.

After the ring road, the next trunk road project is highway 9 between Turku and Tampere. According to Pekka Jokela, highway 9 is mostly in better condition than highway 8, but traffic safety has taken a turn for the worse. As a result speed limits have been lowered in numerous intersections, and consequently, the average speed on the road is below the target level. The plan is to implement local improvements before the upgrade of the entire road. The repair of intersections has already been started on highway 9; for example, a graded intersection in Urjala is under construction. In addition to new intersections, smoothness and safety of traffic can be improved by building three-lane sections. In these the number of lanes going in one direction alternates, and the lanes going in different directions have been separated with parapets.

"The stretch of the E18 road between Turku and Helsinki will be completed on schedule. The new motorway will be opened for traffic as a whole in November 2008 once the part between Muurla and Lohja currently under construction has been completed. Thanks to the new road people can drive all the way from Turku to Helsinki safely and quickly on a modern motorway. The completion of the roads shortens the driving time by about 25 minutes. The work on the ac-



Pekka Jokela, Regional Director of the Finnish Road Administration.

tual E18 road will not be over for many years, as the Finnish part of the road goes all the way to Vaalimaa", Pekka Jokela reminds.

In terms of traffic to and from the Port, the improvement of the ring road around Turku is also important. The whole ring road should be made four-laned as soon as possible.

Road Administration hopes for long-term traffic policy

According to Regional Director Pekka Jokela, the development of the road network is slowed down by the short span of financing.

"At the moment, investment decisions are made in practice for one government period at a time. Everyone can understand that a four-year period is far too short a time for the planning of major road projects. For example, the realisation of the E18 road from plans to completion took decades. The whole traffic system is hoping the government issue a traffic policy report that would determine the development objects and investment programmes for the Finnish traffic system for as long as 10–15 years ahead. Long-term solutions in traffic policy are in the interest of society as a whole, because efficient connections guide both relocating decision of businesses and people's choice of place of residence. ■

Through the Port

This column introduces the routes of goods passing through the port from suppliers to consumers

TEXT BY Sanakari/Kari Ahonen PHOTOS Kalmar Industries



Expertise from Tampere exported via Turku

Kalmar Industries Oy Ab is part of Cargotec Corporation, the world's leading provider of load handling solutions. Inside the group Kalmar specialises in container and heavy duty materials handling equipment which it supplies to ports, terminals, distribution centres and heavy industry.

Kalmar's comprehensive selection of port and terminal products includes straddle carriers, reachstackers, forklift trucks, terminal tractors, ship-to-shore cranes and rubber tyred gantry cranes. It is the leading supplier in Europe or the whole world in all of these product groups. Kalmar's broad range of products and services is supported by the

best worldwide distribution network and maintenance operations in the industry. The company is also known as a pioneer in its field and a developer of product technologies and services.

International operations require reliable logistics

Kalmar runs production operations in six countries. The product range of the Tampere plant includes straddle carriers, terminal tractors, rubber tyred gantry cranes and logstackers. The world's largest manufacturer of spreaders Bromma, owned by Kalmar, and Kalmar's

Intelligence & Automation business unit that develops and markets intelligence and automation systems for container handling equipment are also based in Tampere.

Functioning logistics is crucial to Kalmar with operations in several continents and global markets. Shipping Manager **Veikko Neva** is responsible for the shipping and transports of the Kalmar products from the Tampere plant to all over the world and the shipping of rubber tyred gantry cranes from Poland and Kalmar's plant in Shanghai.

"Our products are used for solving logistical needs, and we are a major user



Terminal tractors manufactured by Kalmar ready for shipping to customers around the world.



Straddle carriers manufactured in Tampere ensure smooth load handling on Fisherman's Island in Brisbane, Australia.

of logistics service ourselves. As products are no longer manufactured for stock, each product must be shipped to the customer on schedule, reliably and securely. Sea transports in particular are important to us, as more than 90% of the production of the Tampere plant is exported."

Turku has taken its place as Kalmar's home port

"Turku is a natural home port to us for a number of reasons. The road connections from Tampere to Turku are good, also for oversized transports that we often need. Including highway 9 in the

Finnish trunk road network secures its future development, too. Another major advantage is the schedule of Mann Lines which we use. The Tuesday departure is ideally suited to our production schedule. The work at the plant proceeds in one-week periods, and the products completed in the previous week can be shipped to the customers at the beginning of the following week. The connection to Bremerhaven also offers a number of options for ocean transports. In addition to Mann Lines we use Finnlines and Sea Wind Line for exporting terminal tractors and logstackers to Sweden. We mainly use ro-ro connections available in Turku, but we could also use container ships if there were more of them available in Turku."

"We have co-operated successfully with the Port of Turku for years. In recent years our products have been shipped via Turku e.g. to the United States, Dubai, Qatar, Réunion, Great Britain, Saudi Arabia and South Africa. In addition to shipping companies we co-operate especially with Finnsteve. They take care of the forwarding of the products exported from the Tampere plant as overall service including unitising. Long-term partnership is an advantage in logistics, too. Everything works smoothly, when the provider knows the products and the customer's special needs", Veikko Neva concludes. ■



Safety First

One of the most important tasks at the Port of Turku is to ensure the safety of people, freight and the environment. This means providing a safe working environment, preventing chemical and oil spillages and even includes monitoring tankers passing through the straits of Denmark. Utilizing cutting edge technology and the only mobile command vehicle of its kind in the world Port of Turku bring safety to a whole new level.

