

# Our aim is to be the number one wind project logistics provider in Scandinavia and the Baltic countries

**Silvasti** is a freight forwarder that specialises in oversized, heavy and project cargo. The company provides total **logistics** solutions for the most challenging **transports** and installations – especially for the **wind industry**. Here, Director **Matias Setälä** explains how his professional project managers and logistics experts offer first class service from project planning up to final delivery.



Matias Setälä,  
Director,  
Silvasti

**PES:** Welcome to PES. Firstly, how did the company become involved in the carriage of wind turbines?

**Matias Setälä:** Well, Silvasti's history with wind turbines started several years ago, when we started working for Finnish turbine manufacturer Winwind who were involved in projects starting in Finland. Since then, after having completed several projects for them, we have expanded the wind turbine business, and are now working in wind turbine projects in the Baltic countries and Scandinavia.

**PES:** And how important is this part of your business to your total operation?

**MS:** At the moment, I'd say it's already significant part of our total operation. But more important, our vision is that wind power industry will keep on growing and our interest is to be part of this growth. This means that in the future our aim is that wind power will be one of the top three sectors for us.

**PES:** What particular parts of the world are your prime markets? Do you have plans for expansion into other geographic areas?

**MS:** Silvasti Ltd has concentrated on European markets thus far. We have our own heavy haulage division, which operates with its own equipment in

Scandinavia, the Baltic Countries and farther afield on the continent whenever required. Our project logistics division, Silvasti Logistics, is operating all over Europe, from Lapland to the Mediterranean.

At the moment we have no plans for expansion, as our strategy is to focus on Europe and develop our business here even further. We feel that specialising in this area and executing heavy projects here in Europe with 100 % customer satisfaction is better than to try to cover the whole world and maybe lose some of our high-service level due to this.

**PES:** Often, wind farms are sited in hard-to-navigate locations – how do you overcome this?

**MS:** As a Finnish company we are used to working in very difficult conditions. Ice, snow, slippery roads, long distances and narrow roads, we have got it all here. And when talking about special transport, it's our company policy to always survey the routes and sites in beforehand, so that we know the conditions in detail and can be prepared accordingly. Normally our nominated Project Manager visits the wind farm locations together with the customer in advance to ensure that there are workable conditions. And if not, then we take necessary action to improve the roads so that site becomes accessible.

**PES:** The wind industry is growing at an astounding rate – what measures are you putting in place to ensure that your company capitalises upon this?

**MS:** We follow very closely the wind industry, from different media and via several wind power related associations. Our aim is to be the number one wind turbine project logistics provider in

Scandinavia and the Baltic areas, so it's extremely important to know what is going on inside the industry.

And as the large-scale projects are yet to start here, we must ensure that we are prepared when the work really starts. This means constant investment in suitable equipment and professional staff. By doing so, we can make sure that we are prepared when the wind industry really goes to the next level.

## All our heavy tractors are a maximum of three years old; we have invested heavily on the modern transport equipment, which is built to meet very tight environment policies

**PES:** How does the 'green' side of your business integrate with other areas of your operation?

**MS:** Talking about transport business and heavy industries in general, the "green" side is always on the table, and it's important for us too. As we work for several other fields of industry, it has been a pleasure to see that biopower and wind power are developing quite nicely and that more and more of our business comes from this "green" energy sector.

Of course, when thinking of our own operations, we do our best to cut the stress caused to environment by our transport. For example, all our heavy tractors are a maximum of three years old; we have invested heavily on the modern transport equipment, which is built to meet very tight environment policies.

**PES:** How does the fluctuating price of oil impact upon your business? Are rising prices a threat to the future of your company?

**MS:** The transport business in general has faced really hard times due to expensive oil and of course it has affected in our business. The upside for us is that special and project transport business is more about the expert knowledge and high skills than just

driving the truck. This means that in this industry the cost for the professional project staff, such as project engineers, managers, etc. is relatively high compared to normal cargo business.

Therefore we don't see the fluctuating oil price as a huge problem, but naturally we are concerned about this and follow the situation closely.

**PES:** In this issue of PES we're focussing on the recruitment and retention of 'green collar' workers. We appreciate you're perhaps not directly affected by this, but how does your company fare when it comes to recruiting and retaining skilled workers?

**MS:** Our project personnel are highly educated and hand-picked to their positions. Similarly, our drivers have great experience in the special transport business. Most of the drivers come by



recommendation and go through a very tight training period and only the most skilled ones are employed. Silvasti has an excellent reputation in Finland and due to this – and our modern truck fleet – our company is desirable place to work.

Naturally, we are aware that our professional and reliable staff are our best resource and want to take good care of them. This means, for example, providing good healthcare, flexible working hours, and supporting sport and cultural activities. We want that all our employees feel they are part of one big Silvasti's project transport family. ▴

For more information, please visit:  
[www.silvasti.com](http://www.silvasti.com)

### Silvasti Logistics – flying the flag for wind energy projects

Silvasti Logistics is a leading provider of wind energy logistics in Finland and the Baltic countries, and offers full-scale project management and transport services for Wind Energy logistics. The company has specialised in wind power projects in Finland, the Baltic countries and Scandinavia, and their scope includes:

- Project planning
- Route and site surveys
- Technical transport planning
- Coordination and collaboration with all parties involved (manufacturers, subcontractors, crane companies, authorities etc.)

The company's actual transport services:

- Heavy haulage by Silvasti's own equipment
- Charter shipments
- Barges and pontoons
- Port handlings, temporary storage
- Heavy lifts and installations in collaboration with Pekkaniska Oy ([www.pekkaniska.com](http://www.pekkaniska.com))

Reference projects:

- 5 x 3 MW to Kemi, Finland, 2007
- 2 x 3 MW to Riutunkari, Finland, 2008
- 5 x 3 MW to Kemi, Finland, 2008
- 6 x 3 MW turbines blades to Roustes, Estonia, 2008
- 13 x 3 MW to Aulepa, Estonia, (to be executed in 2009)



# SILVASTI LOGISTICS



## YOUR PARTNER IN WIND POWER LOGISTICS IN SCANDINAVIA

### REFERENCE PROJECTS:

- year - description - destination -
- 2007 5 x 3 MW wind turbines FIN-Kemi
- 2008 2 x 3 MW wind turbines FIN-Oulu
- 2008 5 x 3 MW wind turbines FIN-Kemi
- 2008 6 x 49,5 m windturbine blades EE-Rouste
- 2009 13 x 3 MW wind turbines EE-Aulepa



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